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CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, OCTOBER 1, 1920 No. 40





...here's a profitable seller...

Todhunter's Pure Cocoa

is a high-grade, active seller. Its purity and excellent flavor will win the kind of satisfaction that assures repeat orders wherever it is introduced and the profit margin is exceptionally good. This superior cocoa will appeal in many ways to the housewife. First of all—through the glass jar she can see just what she is getting. Secondly—she can see by its rich, reddish brown color that it is pure and unadulterated, and lastly—the handy glass sealer can be used when empty for jellies, jams, etc.

PURE GOLD MFG. CO., LIMITED

TORONTO and WINNIPEG

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

"Movie" of a One-Gross Order of Aladdin Dye Soap



Act 1, Scene 1

A progressive dealer who has been asked for Aladdin Dye Soap a number of times decides to order a gross.

'Phones the wholesaler to send one gross (and include the Revolving Display Stand as offered with the gross FREE).

Order delivered. He unpacks stand (says to himself, "It's a beauty"). Fills it up with Aladdin's 18 assorted colors and puts it on the counter.

Act 2, Scene 1

Customer enters, who has seen the big space newspaper advertisements telling about Aladdin in an unusual and attractive way.

Customer sees Display Stand of Aladdin on counter. Turns it. Selects the colors she wants. Says she will try them; if she likes them, will come back tomorrow.

Such is a moving picture of an order of Aladdin Dye Soap.

It's brought right in, turned around, and quickly sold out again.

P.S.—Ten days later the same customer comes in and buys four more cakes of Aladdin. Says she likes to keep them handy in the house.

Channell Chemical Company Limited, Toronto

Makers of O-Cedar Products **Distributors of Aladdin Dye Soap**

CANADIAN GROCER, published every Friday. Yearly subscription price, $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.





Here's a delicious and economical coffee that makes instant coffee by adding only boiling water ——

Borden's Reindeer Coffee

—a handy, economical and delicious coffee that will appeal to every housewife. It makes instant coffee by the addition of only boiling water — no sugar or milk is required because they're both in the coffee.

Borden's Reindeer Coffee is the handiest prepared coffee on the market—it instantly makes wholesome, superbly flavored coffee and its economy is easily proven.

Everywhere it has been introduced it has won unstinted praise from housewives, and the steady way in which it repeats makes it a highly profitable seller. Feature it prominently in your Fall and Winter displays.

The Borden Co., Limited

Montreal

Eagle Brand
Condensed Milk
St. Charles
Evaporated Milk

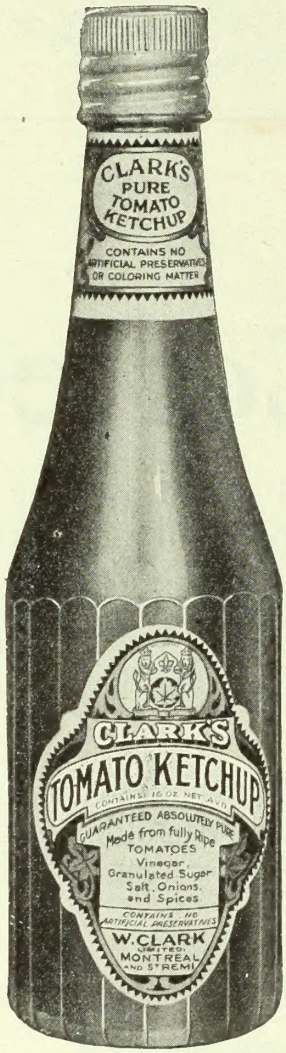


Reindeer
Condensed Coffee
Condensed Cocoa
Borden's
Malted Milk

ST. CHARLES BRAND
CANADA'S NATIONAL MILK

CLARK'S
Tomato Ketchup

MADE IN CANADA—BY CANADIANS



Need we impress upon you, Mr. Grocer, that CLARK'S TOMATO KETCHUP is absolutely the finest Ketchup on the Canadian market to-day.

It is used on all the principal railroads, steamship lines and in the finest hotels and restaurants throughout the Dominion. It has an extensive sale with the general public—Your Customers—and the sale is GROWING.

GET YOUR SHARE OF THE GROWTH
ORDER NOW

W. CLARK, LIMITED
MONTREAL

TEA

Selection is the primary consideration in importing Teas. Through our direct offices in the Far East we are in a position to offer the best selections coming from the producing countries.

CEYLONS
FORMOSAS
INDIAS
CHINAS
JAPANESE
JAVAS

Shipment direct from the Orient to Vancouver, or from New York and San Francisco on B/L reading: "In Transit to Canada."

Our Offices located on both coasts of the continent enable us to handle shipments of large or small quantities to the best advantage.

Any of our Canadian representatives will be glad to have you call on them for samples and quotations.

NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Calgary, Alberta.

ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO. LTD., Toronto, Ont.
JAMES KYD, Ottawa,Ont.
HENRY M. WYLIE, Halifax, N.S.

HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N.B.
O. N. MANN, Sydney, N.S.
A. T. CLEGHORN, Vancouver, B.C.

J. ARON & COMPANY, Inc.
NEW YORK

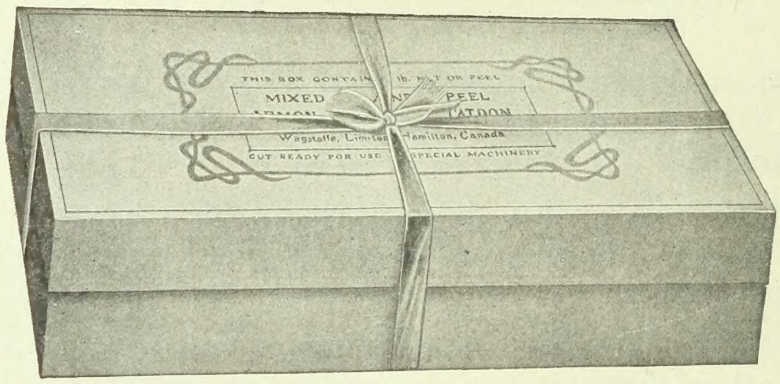
We have offices and substantial representatives in all large business centers of the civilized world.

WAGSTAFFE'S

Candied Peels

(Lemon, Orange, and Citron)

Now Ready for Delivery



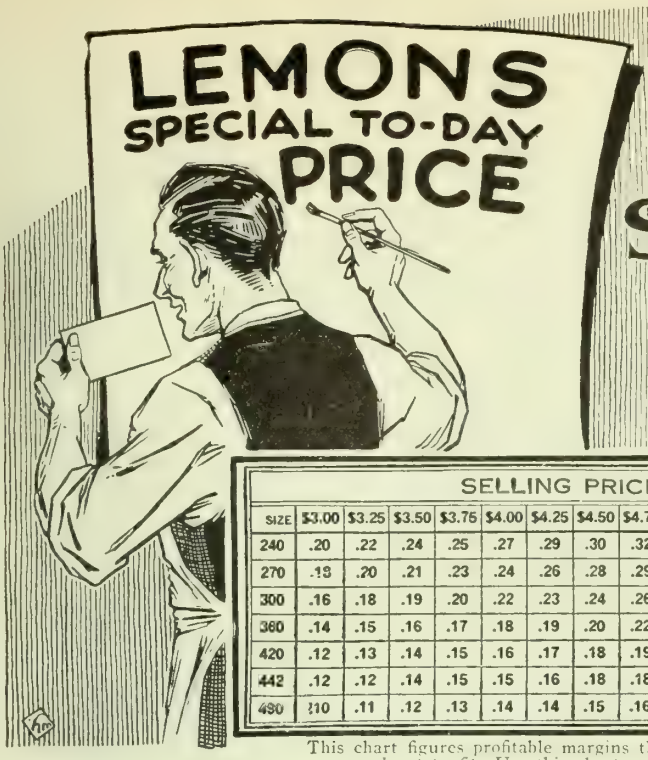
They are equal to the best British make, are far superior in flavor and color to Imported American Peels. Mr. Retailer, insist on getting WAGSTAFFE'S PEELS, they are CANADIAN—no better made,

Order From Your Wholesale Grocer

WAGSTAFFE, LIMITED

PURE FOOD PRESERVERS

HAMILTON - CANADA



The *Right* Selling Price

This chart tells at a glance

SELLING PRICE TABLE CALIFORNIA LEMONS

SIZE	$3.00	$3.25	$3.50	$3.75	$4.00	$4.25	$4.50	$4.75	$5.00	$5.25	$5.50	$5.75	$6.00	$6.25	$6.50	$6.75	$7.00	$7.25	$7.50	$7.75	$8.00
240	.20	.22	.24	.25	.27	.29	.30	.32	.34	.35	.37	.39	.40	.42	.44	.45	.47	.49	.50	.52	.53
270	.18	.20	.21	.23	.24	.26	.28	.29	.30	.32	.33	.35	.36	.38	.39	.40	.42	.43	.45	.46	.48
300	.16	.18	.19	.20	.22	.23	.24	.26	.27	.28	.30	.31	.32	.34	.35	.36	.38	.39	.40	.42	.43
360	.14	.15	.16	.17	.18	.19	.20	.22	.23	.24	.25	.26	.27	.28	.29	.30	.32	.33	.34	.35	.36
420	.12	.13	.14	.15	.16	.17	.18	.19	.20	.20	.21	.22	.23	.24	.25	.27	.28	.28	.29	.30	.31
442	.12	.12	.14	.15	.15	.16	.18	.18	.19	.20	.20	.22	.23	.23	.24	.26	.27	.27	.28	.28	.30
480	.10	.11	.12	.13	.14	.14	.15	.16	.17	.18	.18	.19	.20	.21	.22	.23	.23	.24	.25	.26	.27

This chart figures profitable margins that will cover costs of handling and shrink age *and leave you a good net profit.* Use this chart and make 348% yearly on buying-capital turned over weekly.

DON'T guess at your margins in oranges and lemons. If too high, your sales are slow; and there's decay. If too low, you lose, anyhow. So why take a chance?

Here's a selling price-card for lemons, with figures based on years of study and experience. We've another for oranges. Let them figure for you and guarantee 25% margins on your orange and lemon sales.

Free to you. Just ask the C. F. G. E.

This is just one of many ways we help grocers who "ask the C.F.G.E." And there are many other ways, as well.

How We Help You—

FOR instance, we send men from town to town every month to help retailers make profit-winning fruit displays in their windows. Such displays are the *life* of a fruit-business.

Aren't you thinking of fixing your store in a real live way? Write for our *free* sets of Sunkist cards, "strings" and banners for your counters and windows. You'll find it worth while.

Or—thinking of advertising in local papers or neighborhood movies, perhaps? We'll gladly send you *free* "cuts"—for use also on price-lists and letter-heads—and *free* Sunkist lantern-slides with your name in pretty colors.

Write us your problems. Maybe we can solve them. We've an experienced retail man whose job is to give you the benefit of his thirty-six years behind the counter. His name is Paul Findlay. Hundreds of grocers welcome his brass-tacks talks.

—Why We Do It

THE C. F. G. E. is a *co-operative* agency. Years ago it was formed by thousands of California orange and lemon growers to sell their fruit at actual cost. And now a fraction of a penny per dozen is given by these growers to help merchants handle these fruits at a safe profit. Wise co-operation—nothing else.

Anybody who sells or grows California oranges and lemons is *entitled* to our help. Last year 10,000 retailers asked for our services; and they profited. Were you one of them?

To bring you more profit—and to lessen your selling costs—our Dealers' Service Department works always for your benefit. And we're ready to help you as much as you'll allow—so it's entirely up to you! Call on us any time. Write us today or mail the coupon.

California Fruit Growers Exchange
Los Angeles, California

California Fruit Growers Exchange
Dealers' Service Department
Los Angeles, Calif.

Send me your Selling Price Chart, also your Dealers' List of other Selling Helps and your Booklet on "Salesmanship in Fruit Displays" absolutely free to me.



Name _____

Address _____

City _____ Province _____

WARNING

BLENDED MOLASSES
is composed of
mostly GLUCOSE bleached
a little MOLASSES with
some WATER chemicals

Its sale, we fear, will kill the molasses business. PLANTATIONS LTD. OF BARBADOS, B.W.I., appeal to CANADIAN GROCERS to protect their buyers by handling only **GENUINE BARBADOS.**

In order to put the genuine Barbados within the reach of all, PLANTATIONS LTD. have resolved to reduce the price of their superfancy, the grade higher than

Extra fancy, from $1.80 to

$1.33

The Imperial Gallon
F. O. B. St. John
F. O. B. Quebec
F. O. B. Montreal

This is about 9½ cents per lb. Barbados is all sugar at less than sugar prices. This is for *Plantations, Ltd.* highest quality, sold only as

Windmill Brand

The century-old kind made in the old-fashioned way. PLANTATIONS, LTD., OF BARBADOS, have in store at St. John, Quebec and Montreal a limited quantity of their *Windmill Brand,* and will accept orders from one puncheon up from all good standing retailers for immediate or deferred shipment. To make sure of your supply, please telegraph at our expense.

Pure Cane Molasses Co.
of Canada, Ltd.
Montreal **St. John**

Sole Agents for

Plantations Ltd., Barbados, West Indies



Seasonable Quality Lines for Fall and Winter Selling

Cherries in Maraschino

(October and November Arrivals)

Pony Hf. Pts. | Pts. | Petite Qts.

Also Pony—Petite in Creme de Menthe

Shelled Nuts

(Spot and future arrival)

Jordan Almonds
Valencia Almonds
Brazils
Walnuts
Peanuts
Bitter Almonds
Pistachios
Cashews
Blanched Almonds
Filberts
Pecans

Olive Oils

(Spot Stocks)

La Perle in Glass	Brillat Pure Olive Oil
½ Litre in Glass	4 Oz. in Glass
¼ Litre in Glass	16 Oz. in Glass
⅛ Litre in Glass	Pts. in Tin
2 Gal. Tins	Qts. in Tin
1 Gal. Tins	Hf. Gal. Tin
½ Gal. Tins	Gal. Tin
¼ Gal. Tins	5 Gal. Tin
⅛ Gal. Tins	

Imported Xmas Fruits

(October arrival)

Assorted French Fruits

1 lb. and 8 lb. Boxes

French Cherries

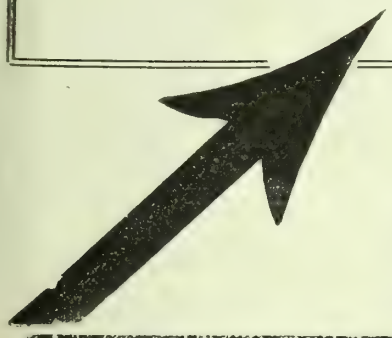
(Spot and future arrival)

Glace and Crystallized

½ lb., 1 lb. and 8 lb. Boxes

Every line listed on the left of this page is of the highest quality and they're all profitable sellers that you should place your order for now to insure prompt delivery (after their respective arrival dates) for your Fall and Christmas selling.

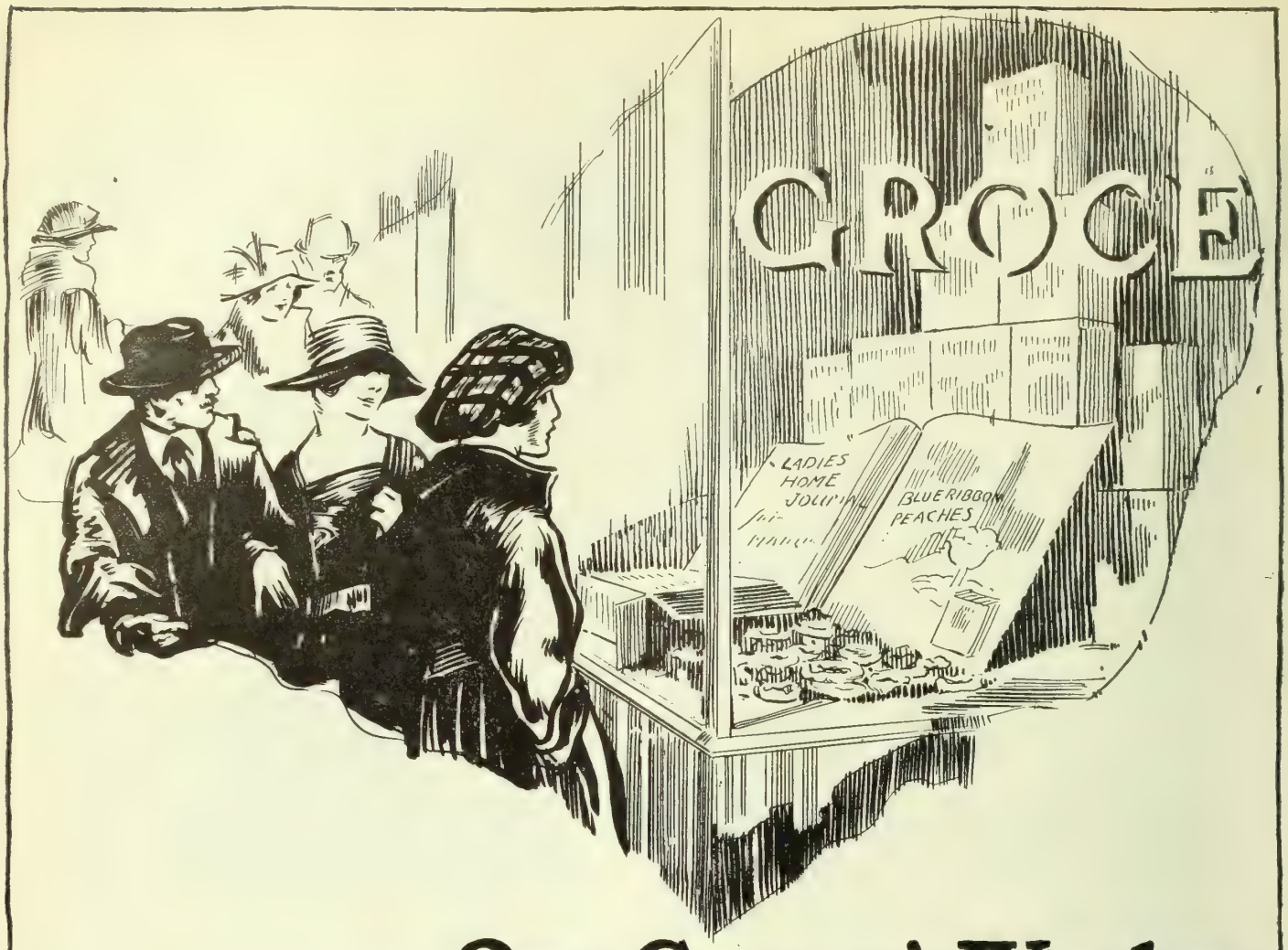
Look over this list carefully and check up your requirements and book your order *now*. You can depend upon every product the firm of W. G. Patrick & Co. offer Canadian grocers to give absolute satisfaction. Write us at once for quotations.



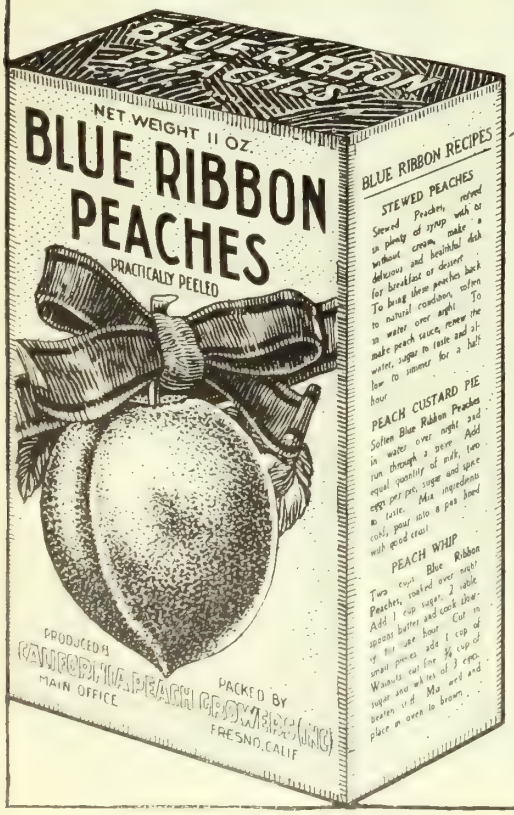
Distributors for Canada

W. G. PATRICK & CO., Limited

HALIFAX MONTREAL TORONTO WINNIPEG



One Grocer's Window



Here is a colorful window display that will attract the attention of the multitudes that pass your store and will "tie-up" your store with the great national advertising campaign which is now being carried on to popularize Blue Ribbon Peaches.

Make an attractive display of Blue Ribbon Peaches in packages, show a copy of the October issue of the Ladies' Home Journal which contains a beautiful four-color page advertisement of this ready seller and you have a simple and inexpensive display that will bring business.

5% SHRINKAGE SAVED!

BY BUYING PEACHES IN PACKAGES

There is an unavoidable loss to the grocer when he handles dried peaches in bulk, as the shrinkage will average five per cent. Save this shrinkage by buying dried peaches in packages. Save time, string and bags. Give your customers a clean, sanitary food product, put up attractively and in a manner that is sure to bring repeat orders. It is the modern way.

CALIFORNIA PEACH GROWERS INC.

MAIN OFFICE, FRESNO, CALIFORNIA · OVER 6500 MEMBERS

Before gauging your stock requirements of butter, lard and other shortenings for the coming baking season, you will be vitally interested in the significance of the big publicity campaign being launched by The Canada Starch Company, Limited, for Mazola, the wonderful oil for Frying, Shortening, and Salads.

How will the Big Mazola Campaign Affect Your Grocery Sales?

THE baking season, so full of profit possibilities to the alert dealer, is again in full swing. Your own experience shows that with butter at its present price, and going higher as winter advances, people cannot use it freely in cooking. Favorite dishes have disappeared from the table.

Mazola, a wonderful cooking oil from the heart of golden corn, is already a success, without advertising. It needs only to be known to become staple. It has come to stay. All the resources of The Canada Starch Company, Limited, with its 63 years of merchandising experience, are pledged to the work of spreading MAZOLA news to every Canadian Kitchen.

Every sale and advertising plan is being used without regard to cost.

Decide now to plan an adequate stock to take care of the business you believe will follow.



In 1, 2 and 8 lb. TINS

The Canada Starch Company
Limited
MONTREAL
Makers of Lily White Syrup
Crown Brand Syrup
Benson's Corn Starch
and Mazola

EUREKA REFRIGERATORS



When you purchase a Eureka Refrigerator, you not only get a refrigerator, you get the most **sincere service** it is possible for us to render.

Not only is the Eureka Refrigerator the best in the market, but we go further, we maintain a staff of experts whose duty it is to give advice where needed regarding refrigeration problems.

This service is for **you!** Why not take advantage of it now?

Write for free illustrated literature and prices.

Eureka Refrigerator Co., Limited
Head Offices and Factories:
OWEN SOUND, ONT.

NON-PAREIL BRAND

Announcement

We beg to advise the Wholesale Grocers of Toronto, Hamilton, and St. Catharines, that we have appointed Mr. J. K. McLauchlan, 45 Front St. E., Toronto, as our agent covering above territory since the death of our former representative, Mr. T. M. Sibbald.

Mr. McLauchlan will carry a stock of our goods in his Toronto warehouse, for spot delivery, as well as sell in straight car lots, of Rolled Oats, Rolled Wheat, Standard Oatmeal, Cornmeal, etc.

The Parkinson Cereal Co.
Thornbury, Ont.

N. B.
Egg Carriers

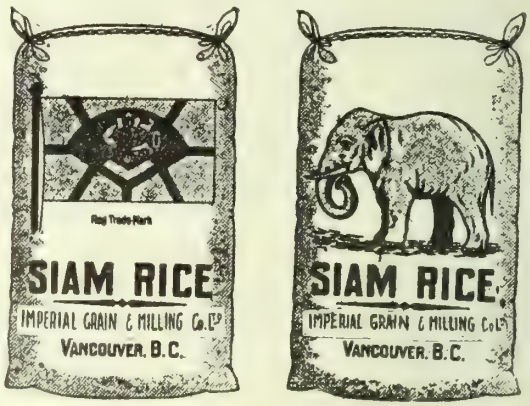
The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

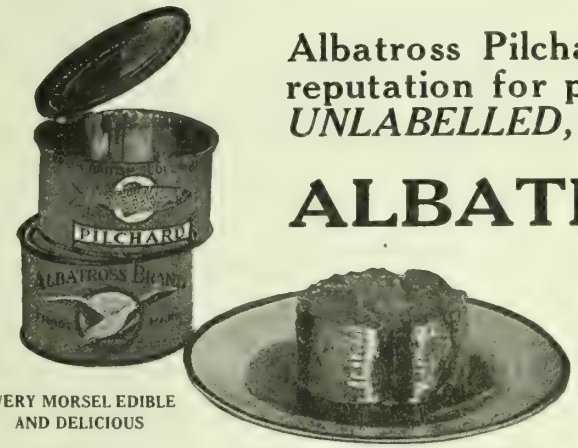
C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

JOHN PRITTY, LIMITED
Merchandise Broker and Manfrs.' Agent
HEAD OFFICE, REGINA, SASK.
If you consider marketing your goods in Saskatchewan, appoint "PRITTY" as your representative.
"PRITTY" has got results for others and can do the same for you.
100 per cent. efficiency.

B. M. Henderson Brokerage, Ltd.
209 Empire Block, Corner Jasper Ave. and 101st Street, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Donaldson Phillips Agencies
Limited
Grocery and Produce Brokers
Open for a few more first-class connections
124 Pacific Bldg. - Vancouver, B.C.



EVERY MORSEL EDIBLE AND DELICIOUS

Albatross Pilchards, having well earned an enviable reputation for particular delicacy, are *NEVER SOLD UNLABELLED,* nor ever labelled other than

ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec:—Alfred Powis & Son, Hamilton, Ontario
Manitoba and Saskatchewan:—H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia:—Mason & Hickey
J. L. Beckwith, Victoria, B.C

CAN A HERRING SUFFER?



IT CAN
in comparison with
Wallace Herrings

WALLACE FISHERIES
LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Special all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
Regina, Saskatoon, Calgary, Edmonton

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL HELP TO IDENTIFY YOU.

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries

C. H. GRANT CO.
Wholesale Commission Brokers and
Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

IN WRITING ADVERTISERS, PLEASE MENTION THIS PAPER.

Manufacturers and Shippers!

We offer the facilities of an efficient and energetic "chain" organization, long established, with financial stability and the necessary experience and knowledge, to place your goods successfully on the Western Market.

Let us show you.

Donald H. Bain Company

Wholesale Grocery Commission Agents

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED



The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL IDENTIFY YOU.

GIBSON-PATERSON-BROWN LIMITED

Grocery Brokers and Manufacturers' Agents

WINNIPEG : CALGARY : VANCOUVER

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

When Writing Advertisers Please Mention This Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA



DETAIL WORK

Christie's Biscuits and
Robertson's Confectionery

are having big sales in Western Canada. Why not have your goods marketed by their agents?

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**



THOMPSON'S SEALED SALTED PEANUTS

Announce

Change in Size of Carton

Owing to the increased demand for Thompson's Salted Peanuts, we have decided to pack 40 packages to the carton, thereby enabling us to give you a better profit on our five-cent package.

Nifty Brand:
Whole, Blanched, Jumbos.
The peanut full of rich, creamy flavor.
Fresh—crisp—tasty.

Packed in five-pound tins with envelopes, each tin in an individual fibre board container ready to reship. Packed in Canada by

A. E. THOMPSON

Box 2015 **WINNIPEG**

G. B. THOMPSON, Western Distributors, Winnipeg

To get business you must go after it. Others do it through this section —why not YOU?

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
"We cover Ontario with Grocers' Specialties and Confections."

H. C. BRENNAN
Manufacturers Agent and Grocery Broker
Representing J. H. Wethey Ltd.
Galanopulos & Macris, Patras, Greece.
Kearney Bros. Ltd.
Open to represent other Manufacturers of high class foodstuffs.
Booth Bldg. OTTAWA, CANADA

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
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Commission Brokers
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Representing J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited., Vancouver; Harry Hall & Co., Vancouver, and others. Correspondence solicited.
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Information
We can keep you posted with all daily news and business Tips
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Let T. ASHMORE KIDD
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KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

The Norcanner Brand



of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines



Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY
American Headquarters:
105 Hudson Street, New York
Canadian Agents:
C. B. Hart Reg. Montreal
A. S. May & Co. Toronto
Donald H. Bain Co. Winnipeg

OCEAN BLUE
In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. West, Toronto

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

Say you saw it in Canadian Grocer, it will identify you.

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

Belgo-Canadian Trading Co. Regd.
Import and Export
General Distributors
Importers of BELL RICE, Dutch Cocoa and West Indian Products
103 St. Francois Xavier St MONTREAL

If you have anything in food line to sell or want to buy, ask us for prices. We buy and sell outright, also act as buying and selling agents and commission merchants.
Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

SHEPHERD-MOTT COMPANY
Manufacturers' Agents
Grocers' and Confectioners' Specialties
3 St. Nicholas St. - Montreal

K. Smith
Broker and Commission Merchant
1696A Hutchison St.
MONTREAL

MANUFACTURERS
We can get you Business in the Province of Quebec.
Best References. Special Sales Force.
Address: c.o. Canadian Grocer Montreal

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311 Residence 6383
80 ST. PETER ST. QUEBEC

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - - - MONTREAL, QUE.

Waste Paper—

VERY HIGH PRICES NOW.

"CLIMAX" Steel BALERS

TURNS WASTE INTO PROFIT.

3,000 satisfied users.

Made in 12 sizes—a size to suit every business.

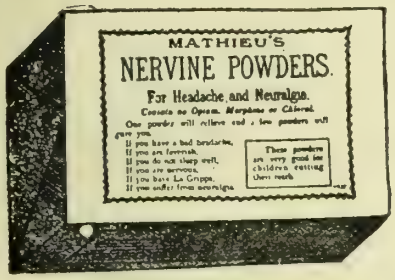


A Boy can operate it.

Write for catalog and prices :
Climax Baler Co., Hamilton, Ont.

When Writing to Advertisers Kindly Mention this Paper

Mathieu's Remedies Have Proven Their Efficiency

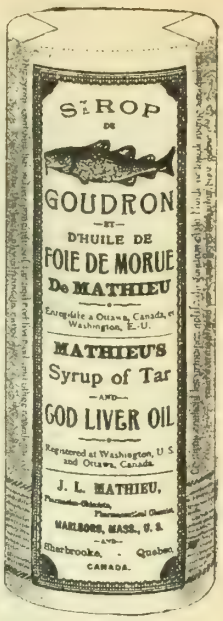


Mathieu's Syrup of Tar and Cod Liver Oil should be recommended to your customers during the Fall Season for coughs, colds, etc. It is a ready and constant relief for Influenza, La Grippe, etc., and at the same time has an excellent tonic effect on the system.

Mathieu's Nervine Powders are excellent for Nervousness, Fevers, Neuralgia, Headaches, etc., and should not be missing from your stock.

Try selling them once and you will always keep them in stock.

Order a supply to-day.

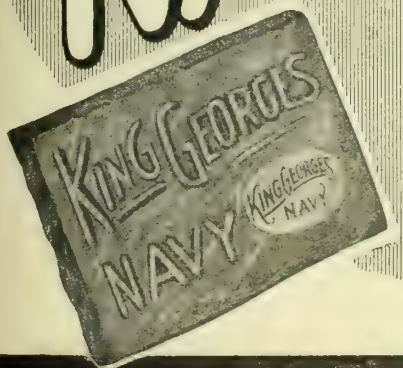


J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

Why You Should Feature KING GEORGE'S NAVY



Makes a neat showcase display

A few "plugs" of King George's Navy arranged in a corner of your show case will focus the attention of the men and bring you real tobacco profits.

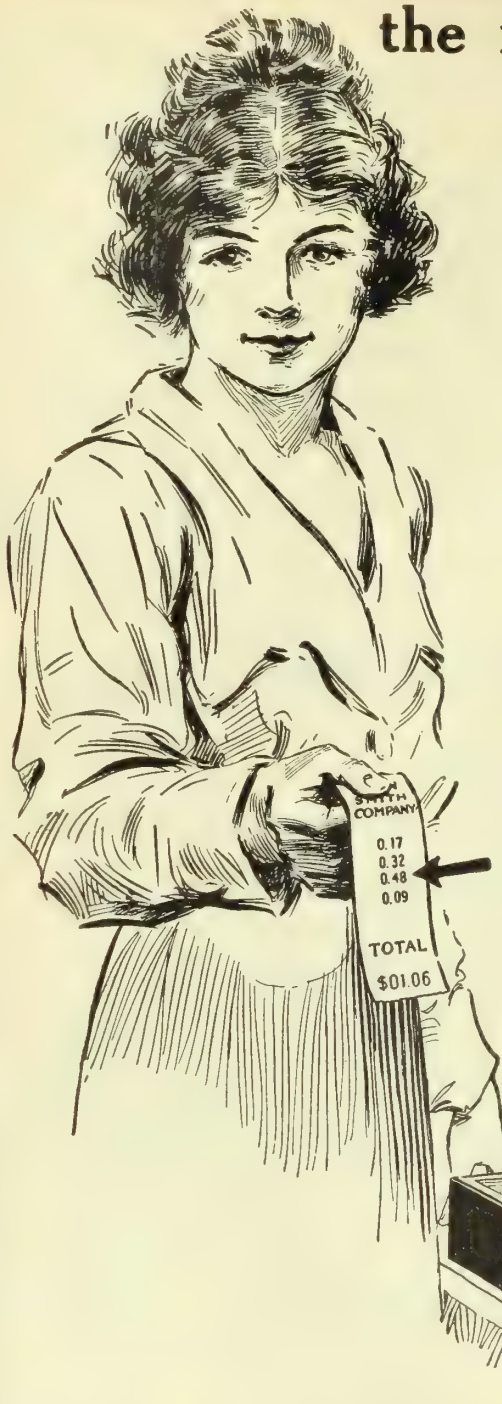
Don't leave your share of this money trade to your competitor.

Plan to get it now.

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

This clerk makes no mistakes in adding the items of a sale



SHE records the price of each article on the new kind of National Cash Register. The register does the adding. The total always is correct.

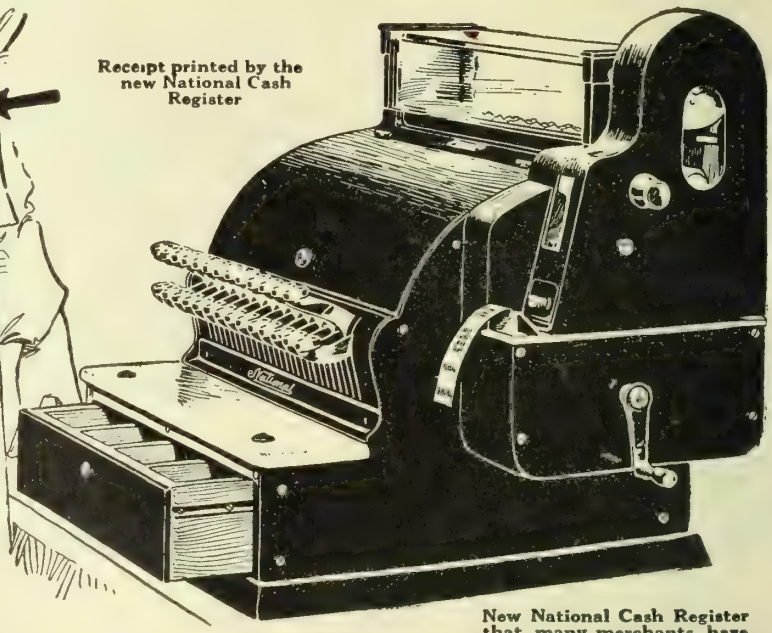
No mental addition, and no mistakes.

The register also does many other important things for merchants, clerks, and customers.

Every merchant should know about this new cash register.

Let our branch manager explain it to you.

Receipt printed by the new National Cash Register



New National Cash Register that many merchants have been looking for

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

OF CANADA LIMITED
TORONTO, ONT.

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

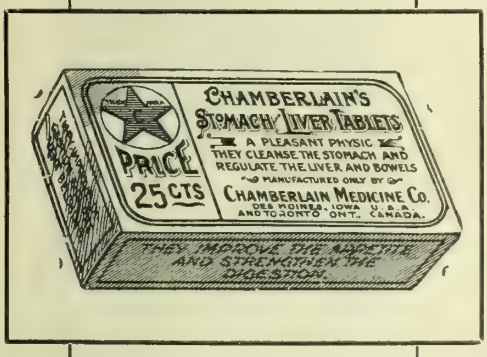
We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST. : : : : MONTREAL, P.Q.



. . . . a profitable side-line

Chamberlain Family Remedies

Try a sample order of these popular, dependable remedies and cash in on **Chamberlain** worthwhile profits.

There's always a demand for efficient, trustworthy medicines and you'll find every Chamberlain medicine an active, satisfying seller.

There are a number of these peerless remedies that it will pay you to have in stock this Fall and Winter. Why not write for our price list?

Guaranteed free from harmful drugs.

Chamberlain Medicine Co., Limited

TORONTO



For over fifty years we have been putting the best values we knew how into our coffees.

Thus have they survived the test of time.

CHASE and SANBORN
MONTREAL

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE



Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

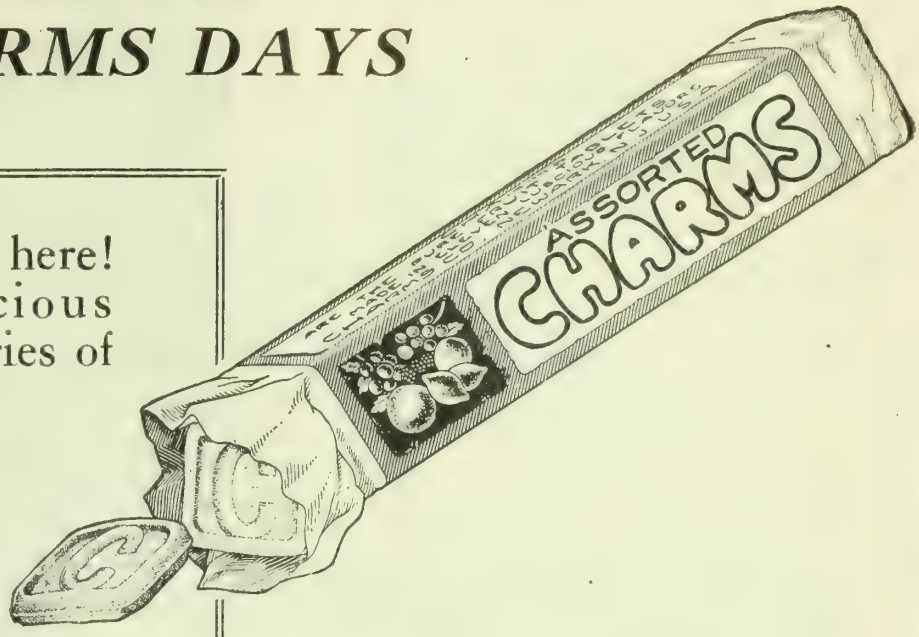
AUTUMN DAYS ARE CHARMS DAYS

Cool days are here! Summer's luscious fruits are memories of the past!

Now—more than ever — is the time for Charms, the original fruit candies in package form. Carry a full supply of eleven luscious flavors.

Order to-day.

Don't be caught shorthanded.



LIME
LEMON
ORANGE
GRAPE
PEACH
BUTTER
CLOVE
ASSORTED
HOREHOUND
RASPBERRY
WILD CHERRY

CHARMS

CHARMS COMPANY, LIMITED

36 Saint Paul St. East - - Montreal, Canada

BAGS

AND COTTON LINERS



The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners —in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

E·PULLAN

6 Maud Street, Toronto



A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.

Don't Experiment With Your Tea Trade

"Trying out" new teas (package or bulk) of unknown merit is an expensive and losing game. The shrewd, practical grocer, knowing this, picks out the tea that has ALREADY shown the kind of results he is after. He chooses

"SALADA"

The tea of unsurpassed quality. The tea with the largest sale.
Consequently the leader.
We had to show results to get and hold our trade.
We can get the same results for YOU.

SALADA TEA COMPANY OF CANADA, LIMITED
TORONTO AND MONTREAL

A WHOLESOME PRODUCTION

ROYAL ACADIA SUGAR

ROYAL ACADIA SUGAR is made from the pure cane into the purest refined granulated sugar — "Every Grain Pure Cane."

A profitable trade will surely come from selling "Royal Acadia."

Sold in 2 and 5 lb. cartons; 10, 20 and 100 lb. bags, half-barrels and barrels.

The Acadia Sugar Refining Co., Ltd.
HALIFAX, CANADA

A Simple Way to Cut the Cost of Travelling Salesmen

The salesmen who are compelled to fertilize, plow, sow, harrow and cultivate their fields, can not compete with the salesmen who spend the bulk of their time harvesting.

To keep a good salesman on the road to-day, costs more than ever before, and to deprive him of the advantage of Business Paper advertising is equivalent to demanding that he walk from city to city to save car fare. It's a net loss to both the salesman and the employer.

There is a Business Paper in each field of trade and industry which can do the preparatory work of cultivation more quickly, and at less cost than salesmen, thus multiplying the efficiency of the salesmen by permitting them to confine their efforts to harvesting.

There is no guesswork or theory about this—thousands of concerns are daily demonstrating its truth.

Business Paper advertising calls on the real buyers in your field and **your field only.** It is assured of an audience because it is contained in a paper edited wholly in the buyer's interest, which he needs, wants and pays for.

You who have discovered the benefits of specialization in production and in personal selling, need no argument to appreciate the opportunity for Specialized Advertising afforded by Business Papers.

What "A.B.P." Means to Advertisers.

Only papers subscribing to the Associated Business Papers' Standards of Practice are admitted to membership. These standards are unsurpassed in any field and cover every department of publishing **in addition** to certified circulation.

Maclean Publications All Members

The following is our list of trade and technical publications, all of which are members of the Associated Business Papers:

Weekly—
Hardware and Metal
Canadian Grocer
Financial Post
Druggists' Weekly
Canadian Machinery

Semi-Monthly—
Maclean's Magazine
Farmers' Magazine
Power House
Sanitary Engineer

Monthly—
Dry Goods Review
Men's Wear Review
Bookseller and Stationer
Canadian Foundryman
Marine Engineering
Printer and Publisher
Canadian Motor, Tractor and Implement Trade Journal

The MacLean Publishing Company, Limited

Toronto Montreal Winnipeg Vancouver London (Eng.)

Watch for Exhibition Coupons

THOUSANDS of people who paid 10 cents for a sample cup of Red Rose Tea at Toronto and Ottawa Exhibitions will be presenting coupons to their grocers good for this amount on a package of Red Rose Orange Pekoe Tea. Our travellers will redeem them when they call, or we will credit your account at our Toronto Office. Be sure you are well stocked with this grade to meet the extra demand.



T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton

Wholesale Grocers

CURRANTS

Selling our Currants you multiply your connections.
The Guaranteed sound, free from rain-damage, clean and sweetest **"Philippou Currants"** give you the greatest profit and ensure the greatest degree of satisfaction to your customers.
Ask for our different Brands and see that our name is on the packages.

D. D. PHILIPPOU, Exporter of all Greek Products, **PATRAS, GREECE**

Active agents are wanted to all markets of Canada

We now Book orders for Xmas Clear Toys. Packed in wooden boxes 10 lbs. each.

S. & M.

The Cream of all Chocolates.

Write us for Prices and Discounts.

Sole Canadian Distributors:

Dominion Confectioners Limited
229 Notre Dame West, Montreal

Our Agents:

Samuels, Carney & Dickie Ltd. Halifax, N.S.
Chadwick & Co. Toronto, Ont.
L. Edward Whittaker St. John, N.B.
H. H. Beer Summerside, P.E.I.

We manufacture all kinds of

Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited
Ottawa, Ontario

If you have not already stocked "Colman's" Start Now

Mustard is frequently on Milady's shopping list—"Colman's" well displayed will catch your customers' eye—and it will also bring them back to you for other goods.



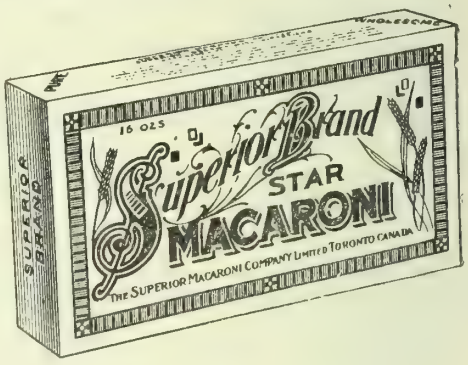
Canadian Agents: Magor, Son & Co., Limited, Montreal and Toronto

A Pointer for Better Sales

Macaroni is a prime favorite nowadays. It is cheaper than meat. Superior Brand quality cooks in 20 minutes. No wonder the use of Superior Brand is increasing by leaps and bounds!

Display Superior Macaroni

and get your customers using it instead of meat. It helps your cheese sales too, for "macaroni and cheese" is a popular dish.



Sole Selling Agents:

Sainsbury Bros.

Toronto Winnipeg Montreal Halifax

Superior Macaroni Co., Limited, Toronto

Superior Macaroni

CANADIAN GROCER

VOL. XXXIV TORONTO, OCTOBER 1, 1920 No. 40

Turns His Stock 18 Times in Year

George O'Sullivan, Campbellford, Ont., Believes That Quick Turnovers in Groceries the Most Profitable Way of Conducting Business—Never Carries Any Lines That Are Not Selling or for Which a Demand Cannot Be Created.

"I have never loaded up with supplies because of reported shortage, or because of rapidly advancing values. I have had no difficulty in buying as my requirements necessitated, and price advances have not been a deterrent to my trade. I always figure on sufficient profit to make my sales profitable. If prices decline, I will not be worried with goods bought at high figures. I have never followed the plan of buying in large quantities, and I am satisfied that purchasing for immediate needs only, is the better way."—George O'Sullivan, Campbellford, Ont., to Canadian Grocer.

QUICK turnovers of grocery stocks have been advocated in the columns of Canadian Grocer for a long time, and the grocer who is following this method of merchandising his goods, is undoubtedly reaping profit to himself, and is not worried with the thought of a heavy stock lying on his shelves.

George O'Sullivan, of Campbellford, Ont., is a grocer who has followed this plan of quickly turning over his stock, and he told a representative of Canadian Grocer on the occasion of a recent visit, that he estimated that he turned over his stock of groceries, as many as 18 times in the year. "It has always been my policy in the 10 years that I have been in business, to carry nothing that I cannot sell," he remarked to Canadian Grocer, and pointing to his shelves, he added, "there is nothing on them, that is not selling steadily and for which there is a constant demand."

Bank Deposits Show

"How do you know you turn your goods over 18 times in the year?" Canadian Grocer asked Mr. O'Sullivan.

"The first year I was in business I deposited to my account in 10 months, from April to February, 12 times the amount of money I paid for my stock at the outset. This gave me an idea of the quickness with which I was replacing my stock, and since then I have turned it over as many as 18 times in the year. Sometimes it has been less, but never longer than a month. I am carrying a stock at the present time to the value of $2,500, the average yearly aggregate amounting to approximately $45,000. I never carry any stock that is not moving. I have always made a practice of watching my stock closely, and of keeping nothing for which a demand is not already active, or for which a demand could not be created."

Never Loads Up With Goods

The Canadian Grocer representative pointed out, that so many retailers had said, in the period of rapidly advancing prices, that it was not possible to turn stock over rapidly, that in the face of market conditions it was necessary to buy ahead in order to meet keen competition.

In discussing this point Mr. O'Sullivan declared that he had never loaded up with supplies, because of reported shortage, or because of rapidly advancing values. He had had no difficulty in buying as he needed, and price advances had not been a deterrent to his trade. He had always been able to figure on sufficient margin to make his sales profitable. In the matter of sugar, he had never over-bought, and he had never been without it. At the present time, he remarked, when so many merchants find themselves with high priced sugar on hand and a declining market, he was not carrying more than sufficient to carry him along from day to day. "If prices decline," he added, "I will not be worried with goods bought at high figures. I have never followed the plan of buying in large quantities, and I am satisfied that purchasing for immediate needs only, is the better way."

Does a Large Farm Trade

Speaking of the class of trade to which he caters, Mr. O'Sullivan stated that the town business was done largely on the telephone, but a great deal of his accounts were with the farmers. Campbellford is the centre of a rich farming country, and merchants are more or less dependent upon them for a large portion of their business. "It used to be, the farmer only paid his bills once a year," Mr. O'Sullivan commented, "but to-day 75 per cent. of them are paying cash. The farmer has come to see that the merchant must have his money to carry on, and the last few years has seen the farmer adopting better business methods of conducting his own affairs, and he is now paying his accounts as he runs them. The fact that cheese factories have discontinued the practice of charging interest to patrons, on withdrawals during the season, and are making regular payments, if such are desired, has meant a freer movement of money, and the farmer is able to meet his obligations more readily. I still have a few who want to pay half-yearly, and some who still prefer paying only once a year, but they are gradually being won over to the cash way of doing business, or meeting their accounts at least once a month. As regards my town trade it is of the better class, and largely done over the telephone. I have practically no bad accounts."

Chain Store Competition No Worry

Campbellford has a chain cash and carry store, situated on the main street, and several leaders by way of reduced prices have been advertised. This competition, Mr. O'Sullivan asserts, has not affected his business in any particular. There has been no cause for worry, and

he has not experienced the loss of a single customer because of it. He believes that service is still of first importance, and that people will continue to demand it. Mr. O'Sullivan's store is not situated on the main street, but its location is in the proper place to bring business, according to his opinion. Coming downtown, people from the larger populated section of the community have to pass his store. Farmers too, leave their horses in the hotel yard adjoining his place, and he believes that his present situation is preferable to being on the main street. In fact he could be on the main street if he so desired, as he owns a store there, but declares that where he is now has advantages that are profitable.

This Bread Means Sales

While the Canadian Grocer representative was talking to Mr. O'Sullivan, a shipment of bread from one of the larger cities, not far from Campbellford, arrived. "Selling that bread," Mr. O'Sullivan remarked, "has meant more to my business than anything else I can think of, that is, in the way of bringing new trade to my store. For some time I have been the only grocer handling it, and I have never been without it, ever since I started in business. People who are now permanent customers of mine, were first drawn to my store because I carried ——— bread. Coming to get this particular bread, they invariably bought other goods, and I can say with a good deal of assurance, that this bread has meant the sale of a great many other lines."

Advance of Sugar to 26 Cents is Termed a Serious Mistake

Hayden, Stone & Co., New York, in Reviewing the Situation in Sugar Says That When Sugar Got to 26 Cents, It Operated as a Magnet Drawing Sugar to America from Unheard Corners of the Earth.

HAYDEN, STONE & CO., New York, reviewing the market situation, as it applies to sugar at the present time, has the following to say, that will be found of great interest by the trade:

"The August crisis in sugar was fundamentally due to money conditions. In respect to cause, the abrupt break in sugar was induced by exactly the same influence which has been continuously operating in favor of lower commodity prices for practically all of 1920—namely, inability to finance an abnormally inflated price level.

"As long as raw sugar was advancing from 15 to 26 cents per pound, and refined sugar was held stationary for several months, first at around 14, and later around 17 or 18 cents per pound, the pressure upon money was not great enough to create a breaking crisis. But later, when all but 200,000 tons of the Cuban crop had been sold and the effect of the 26 price level for raws had been to force granulated at wholesale to 22 or 22½ cents per pound, the money strain upon the sugar trade became terrific. Only a very small fraction of the Cuban crop was sold above 20 cents per pound. In dollars and cents, 26 cents raw sugar meant little because there was so little sugar to sell. But 25 and 26 raws did mean an enormous total in refined. By adding five cents per pound to the price level of refined it increased the amount required to take care of our weekly consumption of 100 000 tons by $10.000,000, or over $40,000,000 per month.

"The reason that the sugar market broke when it did was because the cumulative effect of the sky-rocketing in raws did not make itself fully felt in the only place it could be felt moneywise, namely in refined, until August.

"Out of the chaos which has prevailed in the sugar trade, several facts are becoming fairly clear. One is that the advance in raw sugar to any such price as 26 cents was a serious mistake for which the Cubans in particular, but the refiners in considerable measure, were to blame. Co-operative buying on the part of refiners, should have been permitted in some legal way, so as to prevent the runaway market which the realization of the Cuban drought promptly initiated.

"When the raw sugar market got so far above the world's parity as 26 cents it operated as an enormous magnet drawing to this country sugar from unheard of corners of the earth.

"In particular, it was Oriental sugars in August which proved to be about the last straw on the overloaded camel's back. A good deal of Java sugar destined to the United States has been resold to other countries. Java sugars have been so unfortunate to American buyers this year that it will be many a long year before we again see this country attempting to absorb 400,000 tons of Javas. Another fact which is becoming apparent in the present situation is that the United States raw market has now for the first time since January, declined below the world's parity. Instead of attracting, our price level is repelling imports from unusual quarters of the world.

Bottom of Decline Reached

"Because of this and because the statistical position of sugar is so strong, it is the opinion of the leaders of the sugar industry that we have undoubtedly seen the bottom of the decline, and that some advance in raws is inevitable. This advance is predicted on buying and some buying by refiners inside the next 30 days is believed assured. So far as Wall Street is concerned its interest in raw sugar prices lies largely in the probable opening price for 1921 Cuban crop sugars. The factors determining this price level should crystallize during the next 60 days. Broadly speaking, the larger Cuban companies would be disappointed at a 1921 price level of less than 11 cents, and they seriously hope for 12 cents. Considerable 1920 sugar has been sold at 12 cents. Another fact worth noting is that the abrupt decline in raws from 23 to 9½ cents, a drop of 13½ cents per pound was by all odds the biggest break which has ever occurred in a single year. In no other year has the decline been greater than three cents.

A Different Year For Refiners

"It must be frankly admitted that with the utterly abnormal conditions which have prevailed in 1920 it has been a most difficult year for refiners. On a rising market they all made large profits during the first six months of this year. The August break has created an extraordinary condition. Too strict enforcement of contracts made with the sugar trade would work serious financial loss to many distributors. Inevitably the refiners as a whole will have some losses to absorb in the second half of 1920, but they have the cushion of the large profits of the six months to June 30 to fall back upon.

Beneficial Effect in 1921

"It may prove to be the case that the break in raw sugar will have a beneficial effect on the 1921 Cuban crop. Had 20 or 25 cent raw sugar persisted right up to January, the Colonos situation in Cuba would have been most serious. The Cubans in recently holding

a portion of their unsold sugar for 30 cents showed their utter inability to appreciate the fundamentals of economics. If the Cuban Colonos reduce their extravagant ideas for 1921 and are satisfied with a raw sugar market stabilized at 11 or 12 cents, they will by so much prolong the years during which Cuba may expect to make large sugar earnings. But 20 and 25 cent raw sugar is an urgent invitation to European beet countries to hasten their recovery to normal production. Cuba has it in its power to prevent Europe for years from recovering its sugar production. But such an object can be gained only by submitting to able economic leadership. Unfortunately there is no warrant for believing that Cuba will adopt any policy other than to secure the largest possible measure of present profit.

August Collapse Overdone

"The August collapse in raw sugar was probably overdone. It was a warning and a very emphatic warning of what may be expected when the price level of any commodity is abnormally increased in too short a time. The world is still short of sugar and will probably be short for several years. But there is a price level at which the consuming public stops buying and a level which imposes a financial burden on the industry greater than it can finance."

United States Buying Currants for Wine Making

This Fact Tends to Make New Crop Currants Scarce and Higher—New Crop is Estimated at 110,000 Tons, But is Not Sufficient to Meet All Requirements.

UP to about six months ago the United States was a buyer of currants of little importance. The same situation that exists with raisins is now manifest with Grecian currants, due entirely to prohibition laws in America, which is causing that country to turn to raisins and currants for wine making. Some months ago the United States purchased practically the entire balance of the available old crop in Greece, about 4,000 tons, which have now been shipped from Greece.

The new crop, which is now coming on the market, will be absolutely bare of any carry-over of old stock, and growers are anticipating much higher prices on account of the exhaustion of old stocks, and the increased demand in the United States. Since January last the United States has purchased in Greece 18,000 tons of currants. To this is added the quantity previously purchased and the anticipated purchases to the end of the season will bring the total up to about 27,000 tons, whereas the previous season only a total of 14,000 tons was purchased. It can readily be seen, therefore, that the United States is fast becoming a competitor in the world for currants, which is bound to have the effect of influencing prices to a marked degree, and the more demand there is from the United States, the more prices can be expected to go up.

The new crop is estimated to be about 110,000 tons, which is considered not sufficient to supply all needs. Some shipments of new crop Grecian currants are now on the water, which are expected to reach this market about the middle of October.

Best Grade Brooms Likely to be Higher

Present Crop of Broom Corn is Estimated to be Ninety Per Cent. Rain Damaged—Over Supply of Low Grade Corn Likely to Make Cheaper Grade Brooms Lower.

ON top of the report that the broom corn crop is a big one and the trade generally is looking for broom prices to be lower, comes the report that a large quantity of the broom corn now being harvested is of very poor quality, on account of being stained by the excessive rains. Too much rain not only spoils the appearance of the corn but causes it to become brittle and makes it unfit for the manufacture of high grade brooms. The extent of the damage by rain is estimated to be 90 per cent. of the whole crop. This then means that only 10 per cent. of the crop will be fit to be manufactured into the better grade brooms, and the balance of the crop must necessarily go into the making of the lower grades.

The farmers in the Illinois district are holding the best quality broom corn at $325 a ton. To this must be added freight, duty and exchange, when imported to Canada. When these figures are compared with $60 a ton that was paid in pre-war days, it is plainly to be seen why brooms have reached the present abnormal prices. The present situation in the broom corn market is such that No. 1 corn, which is only 10 per cent. of the new crop, has a tendency to advance to even higher prices. In fact since about the middle of August quotations have advanced about $40 per ton, and one broom manufacturer stated to Canadian Grocer that before next season's crop is harvested the best quality broom corn will bring easily $100 per ton more than to-day's quotations. On the other hand another manufacturer stated that "the market will be oversupplied with rain-stained broom corn, and this poorer grade will be selling at a lower figure than present quotations. Consequently the cheaper grade brooms will come down in price, also the quality will not be as good. These prices will probably range from $5.50 to $8 per dozen." The best quality brooms are quoted at from $10 to $12 per dozen, and if first quality broom corn keeps advancing, it will have a tendency to increase the price on best grade brooms.

CONFECTIONERY FIRM INCORPORATED

Dominion Confectioners, Ltd., Montreal, have been incorporated with $50,000 capital, $15,000 paid up. This was formerly the Dominion Sales Company. The directors are G. Stratigos, J. G. Charos and J. P. Charos.

Pecan Crop is Estimated at Less Than Last Year

It is estimated that pecans will amount to only about one-third of a normal crop this year. A heavy freeze at Easter is blamed for the smallness of the yield. The pecan crop last year was one of the best on record. Total shipments amounted to more than 3,000 tons. Reports this year indicate that many of the nuts that remained on the trees after the late frosts are now dropping from the trees without ripening. Not more than 1,000 tons are expected to be marketed. The crop is expected to be ready for gathering about the time of the first frost this fall.

Pecans are grown in Oklahoma almost entirely in the central, east central and south central sections.

The starch and glucose industry in Canada included 12 establishments in 1918, and these employed an average of 76 salaried officials, and 633 wage earners. During the same year Canada used 22,842,582 pounds of starch of all kinds.

Making a Feature of Imported Lines

Chas. P. Macklaier, Montreal, Opens a New Store in the Uptown District Where the Special Feature is the Sale of High-Grade Imported Delicacies—Creating a Demand for Goods of Quality.

By Staff Correspondent Canadian Grocer

MONTREAL.—"It was at the request of many of our customers who have been dealing with us at our St. James Street store that we opened our up-town store on Union Avenue, near St. Catherine Street," said Chas. P. Macklaier to Canadian Grocer representative recently.

For two years C. P. Macklaier has operated the specialty grocery store at St. James Street, formerly owned by Fraser Viger. In May last the new store at 419 Union Avenue, Montreal, was opened, and is known as the Italian warehouse. It is just a few doors above St. Catherine Street, behind Morgan's Colonial House, which is the centre of the retail business section of the city. J. C. McDougal is the manager of the new store.

Although the frontage of the store is not large, the great depth and high ceilings lend to the interior a hall-like appearance. The mahogany finish throughout gives a rich tone to the store with which the orderly appearance of the shelves and the displays is quite in keeping. Perhaps the most striking feature in the store is the long row of old-fashioned Japanese figured tea containers. Although these have almost all been discarded in the grocery trade, they seem here to harmonize with the surroundings, and to bespeak the feature of the store which is to handle high-grade imported lines. The office is situated in the balcony at the rear of the building overlooking the counters. Under this balcony are the telephone booths, where the orders are taken. The counters are all on the left hand side, while on the right are the show cases and the racks for biscuit containers. Half way down the left hand side of the store is a large glass-front refrigerator where cheese and special lines of imported canned meats and delicacies are displayed.

Selling Special Lines

"Our aim," said Mr. McDougall to Canadian Grocer, "is to supply the requirements for imported delicacies that always exists in a large and wealthy city like this. For the most part in our business money seems to be only a small feature to our customers. It is quality and perhaps novelty that they want. Consequently we import a large quantity of French preserved fruit and such dainties as foies de gras, which are not manufactured on this side of the Atlantic. Of late years these lines have become very expensive but the usual demand remains. There is also a big inquiry for English biscuits and English soda water. We have for years bottled our own light wines. In the basement of this store we have installed a plant for carrying on this work. Fraser Viger gained a reputation in the city for their stock of the finer makes of domestic and imported cheese. We have endeavored, we hope successfully, to live up to the reputation acquired with the business two years ago. This is the day of specialists, in the grocery business as well as in the professions. There is no better advertisement than to be known as handling something extraordinarily good. In this way the name is carried into the homes of the customers, is spoken at the dinner table, and in the drawing room at afternoon teas. It is there that a reputation is made.

"Since our store is so close to the side entrance to Henry Morgan's departmental store, and as it is at the side entrance that all the motors call and are parked just opposite to our door, we get a larger percentage of personal calls from our customers than we did at our down-town store. In my opinion it is far more satisfactory both for our customers and for ourselves to make personal sales. During the summer we did a large country business, most of the delivery being done by freight and express."



Showing the interior of the new store of Chas. P. Macklaier in Montreal, where high-grade specialties are the feature.

British Trade Commissioner to Visit Old Country

The British Government Trade Commissioner in Ontario, F. W. Field, will leave Toronto on October 8, on an official visit to the United Kingdom, to confer with the Department of Overseas Trade, London, Chambers of Commerce, and manufacturers and merchants throughout the British Isles. He will be overseas three months or more.

Canned Peas Are Kept by Merchant for 24 Years

D. Cameron & Co., general merchants, Providence Bay, Ont., have in stock at the present time some tins of canned peas, labelled "Sweet Wrinkle Peas," "Niagara Falls Brand," packed by the Niagara District Fruit Preserving Co., Ltd., St. Catharines, Ont., Canada. These goods were evidently mislaid and have turned up after 24 years, and to all outward appearances are just as good as they were 24 years ago.

The Niagara District Fruit Preserving Co., Ltd., was started in 1891 by the late James B. Dolan with E. C. Kidder, as processor. This factory continued to operate under the above name for about six years, when it was purchased by the late William J. Innes, Esq., who operated it for a few years and then consolidated with the Canadian Canners, Limited, in 1903. This is now known as No. 18 of the Dominion Canners, Limited, and is managed by a son of E. C. Kidder, who is now supervisor in the Niagara Falls Peninsula, for the Dominion Canners, Limited.

SULPHATE OF COPPER FOR COLORING NOW PROHIBITED

The ruling of the Federal Department of Health, that has permitted the coloring of peas, with sulphate of copper, has been rescinded by a more recent order-in-council, P.C. 2050, made on August 20th, 1920, and published in the Canada Gazette, September 4th. This order-in-council prohibits the use of sulphate of copper or other artificial coloring in canned peas. The regulation is made under the authority of the "Meat and Canned Foods Act."

Easing Prices Find Grocery Business in Good Shape

White Sugar, Flour, Rolled Oats, Etc., Are Easier — Carefulness in Buying a Hopeful Sign—Money Value of 1920 Crops Means Good Future.

THE Canadian grocery trade has witnessed a few declines in prices of commodities during the past two or three weeks. It should not be taken for granted, however, that all foodstuffs are on the decline. Some of them are holding firm, and a number are higher than they were a year ago for special reasons, and are likely to continue so.

Sugar, flour, rolled oats, and some of the meat products are among those lines that have been easing off in price. On the other hand, lines like raisins, currants, extracts, some lines of nuts, etc., are higher, and will continue to be higher for some time to come.

Are Well Prepared

The grocery trade, both wholesale and retail, has been anticipating the shading of prices of commodities during the past several months, so that the declines in sugar, flour, rolled oats, etc., have not come unexpectedly. Wholesalers began after the first of the year to reduce stocks and they are not now holding heavy stocks, generally speaking, of the articles that are on the decline. There are a few exceptions to this, but on the whole the wholesale grocery business is in good shape to withstand what is generally anticipated to be a gradual decline to a normal basis in important commodities.

The larger retailers have, of course, been stocking heavily on many lines during the past year or so, particularly such lines as canned goods and jams. Many of these merchants have good stocks on hand, but in the majority of cases these were purchased at a low figure, and it is not likely the price will decline below the purchase price before they are disposed of, so that they are in pretty good shape. The smaller grocers have been buying on a hand-to-mouth basis for many months. Their stocks of each line are not heavy, and few who have been in business for some time are sustaining losses. All retailers are now buying carefully. This means that they are also buying frequently and in small quantities. Consumers are buying shrewdly but often, and the retail grocery business is good. The trade generally anticipates that prices will ease off gradually and with no decided slump at any time the road towards a normal condition does not appear to be a rough one. There are some lines on which export trade is falling off, such as powdered milk and packing house products, which means that more of these goods will be available for domestic trading. This again will tend to ease off prices. Prominent merchants generally anticipate that lower prices will stimulate consumption of products that have been somewhat beyond the possession of the average man during the past six months or more. The excellent crop all over Canada and the prices being received are sure to keep the grocery business in good shape during the coming year.

Can Make Sugar from Corn is New Discovery

New York, Sept. 23.—After more than three years' intensive effort which included numberless experiments, Frank K. Gardner, president of a food products company, announces that Dr. Arthur W. Smith and S. F. Evans, of Baltimore, have invented and perfected a process by which white sugar of the best domestic and commercial kinds may be obtained from corn. He says that the practically unlimited supply of corn in this country, coupled with the fact that the sugar may be manufactured for less than four cents a pound, proves that in the near future there can never be a "sugar shortage" here, and that the price of that necessity will soon be more than cut in half.

"We regard the successful completion of our work," Mr. Gardner said, "as probably the most important food discovery for many years. It means that there will be an adequate supply of sugar for all purposes and at a price that is low enough for any pocketbook. It means that the people of this country will have all the sugar they need for household consumption for all time and that is the most important feature of the great discovery.

"To fully realize what this new and unlimited sugar supply means, it is necessary to understand the present situation. Sugar, as it is generally known, is the product of the sugar cane, beets, fruits and starch. Cane and beet sugars represent the great bulk of that now used. The production of these for the past year was about 16,000,000 tons, which is about 5,000,000 tons under the amount produced during 1913-1914, which accounts for the present shortage and high prices.

"To-day this country is fairly well supplied with sugar, but the rest of the world is practically doing without it, and it will be years before the shortage is relieved if the old sources of supply are depended upon. For the year ending July 1, 1920, the sugar consumption per capita in this country was a little more than 90 pounds per year, giving a grand total of about 4,500,000 tons, of which less than 1,000,000 was produced in the United States.'"

Mr. Gardner said that the new product has all of the physical and chemical characteristics of honey, and is white in color and about 80 per cent. as sweet as cane sugar.

"The unlimited supply of this new sugar is understood when it is known that one bushel of corn will produce about forty pounds of the syrup, and that the annual corn crop is more than three billion bushels. Just about 7 per cent. of this crop would produce all the sugar this country can use," he added.

Important Change in Duty on European Imports

New Regulation Provides That Duty Shall Be Charged Only on Actual Value of Goods.

ON July 22 last an order was issued by the Department of Inland Revenue providing that in calculating the duty chargeable on imports from European countries the depreciation in the value of European currencies should be recognized and that the duty should be levied only on the actual value of goods at the current rate of exchange and not at the par value.

The result of this order as far as the grocery trade is concerned is that the duty on products from France and Italy will be reduced roughly speaking by about two-thirds, and on those from the United Kingdom by about one-fifth.

Why the order should be dated July 22 and only now made public is not clear. It is explained that the order was occasioned by the reduced values of paper money as compared with gold.

Apparently those merchants who have paid duty on higher values since July 22nd will have a good claim for a refund of the amount overpaid.

Better System of Retail Accounting

A Simple System Might Solve the Difficulties of Many Merchants —Committee to Effect Form of Standardization

By G. A. BURBIDGE, Halifax, N.S.

WHEN this subject is mentioned we can hear some one say, "Why take the joy out of life? The happy-go-lucky come-day-go-day method of doing business is good enough for me." If you think so, what I have to say will not interest you, but the real business man enjoys his business as much as a game of golf, and is not satisfied unless he plays the game in the most approved fashion, knowing also that by so doing he has the best chance of success.

I presume there is scarcely a grocer, certainly not a wide-awake one, who does not desire some system of accounting that will give him certain information. He probably feels, however, that a system which may suit a larger or a smaller business or one of a different character from his, will not exactly suit him. True, but while there is room for a great diversity in details there may be agreement in the main, up to a certain point, and it would be of decided advantage if we could all agree in our methods and all work along similar lines, so that we could compare notes. It might be worth while for the grocers to appoint a committee for the purpose of devising a standardized system.

After Years of Study

There are many problems that might be referred to if time permitted of very practical import, which might form the basis for interesting and profitable discussions, but we are under the disadvantage of a lack of agreement in our methods of arriving at conclusions, if indeed we have any method at all. Probably there can scarcely be found two men with exactly the same system. There is really no need for this diversity. I think it would be quite feasible, and certainly a most useful plan to devise a modern, flexible and reasonably simple accounting system.

I am not an expert, but after some years of study of the question I think I have worked out a system that gives the most important results with the minimum of labor. What I have to say, however, will be in the nature of a discussion of first principles.

It is first of all necessary to have in mind the results that we desire—our objectives, in other words, to decide how far we wish to carry our system. Our aim may be:

To prevent mistakes at the counter.

To know that goods are priced correctly and the proper prices obtained.

To know goods are not going out without being paid for.

To know whether clerks are paying for what they take, or are favoring personal friends or special customers.

To know which clerks are really salesmen.

To know our gross profit and net profit.

To know what lines are profitable and what are not.

To know what margin of gross profit is required on each line.

To know whether our expense account is too large for our business.

To know whether we are drawing too much out of the business ourselves.

To know whether we are carrying too large a stock; whether we are turning it over as often as we should.

To know what goods are working for us and what are merely taking work out of us.

All these things may be determined if we have the right kind of system and work the system properly. It is not so difficult as it may seem to some.

Planning a Sound System

All the details of our system should be carefully thought out before installing. It takes time, usually a year or two, to get any system properly working and to show results. We cannot change the system without a loss.

I have consulted (and paid) several chartered accountants without any benefit. It is the business of a public accountant to audit rather than devise system. I have received real help, however, from professional system men who will give the necessary advice and assistance without charge for his services, if there is the probability of an order.

We should be critical of the advice of salesmen who are thinking only of the immediate transaction and whose desire is to sell as expensive an outfit as possible, whether it is adapted to our business or not. We should remember, too, that no machine will take the place of brains or stop dishonesty, and that no machine will take the place of a good system though it may be a useful adjunct.

It is necessary that some one person have entire charge of the system, otherwise there is apt to be confusion. It pays to have a bright young woman to attend to all the office work, under the supervision of, and responsible only to, the proprietor. It is necessary to have:

An annual inventory, the first requisite for any system.

The necessary records for handling the general transactions. These records can conveniently be combined in the form of a synoptic which is a combined cash book and journal.

A customers' ledger, a purchase ledger and a general ledger; the purchase ledger is of course for accounts with firms from whom we buy. The general ledger is for merchandise sold, expense, and all accounts which are not customers' or purchase accounts.

A total adding, ticket printing, cash register. Incidentally my opinion is that expensive multiple drawer cash registers are not worth what they cost. The giving of sales tickets to customers is a nuisance, and the offering of a bonus for purchases does not always attract a good class of trade. I use the tickets for another purpose which I shall explain later.

To these should be added a convenient charge system, either through the register or better still by counter books.

A set of auxiliary books, the form of which will depend upon the kind and amount of permanent information desired.

The Most Difficult Part

The most difficult part for beginners is not the selling end but the stock-keeping and buying end. Whatever classification we adopt must begin with the inventory as follows:

(1) Furniture.—This should first be divided into three general classes, including all permanent fixtures and apparatus. Depreciation should be credited annually to furniture account and debited to expense in the general ledger. Such cross entries should go through the synoptic. The total depreciation may be apportioned among the departments in the auxiliary. Furniture and apparatus used for particular departments may be charge system.

(2) Expense. — Including apparatus such as paper, twine, boxes, labels, corks, office stationery, etc., and all other items which are not sold or included in the price of goods.

(3) Merchandise.—Including all goods for sale. Depreciation of stock should be made in the valuing of each article.

As the object of the inventory in a going concern is to determine profit and loss, the valuation should always be made at laid down cost. What we think we should get for a sale "en bloc" is another matter. The underlying principle is that a profit is not made until the goods are sold. It would also be unreasonable to write off a loss that has not actually occurred. If we price our inventory according to the market we may make a lot of money (on paper) one year and lose it the next. Therefore, value at actual cost instead of the market. Some firms do not deduct cash discount from the inventory, others do. Whichever plan we adopt should be continued.

The Handling of Invoices

The auxiliary ledger is simply a mul-

tiple column analysis or departmentizing of the general merchandise and expense accounts.

Invoices. — The next point for us to consider is that of invoices. Should there be any expense items in the invoices these are separated and debited to expense in the synoptic. If part of the invoice is for another person or firm to whom you are to deliver at cost or at a very small margin, the amount is credited in the synoptic to merchandise bought and debited to the account of the person or firm sold. Otherwise the true percentage of gross profit will be affected adversely. The invoice should then be classified for the auxiliary ledger.

Perhaps here is where there is most apt to be a difference of opinion. My object has been to get a system that would involve the least amount of work and responsibility upon the salesman. To ask him to classify his sales at the cash register is unreasonable and only leads to confusion. The classification should be done by one person and in the office. This means that each item sold must be written down. For this purpose I use the tickets printed by the register, the clerk writing the items on it at the time of sale. It does not take more than a few seconds and does not appreciably slow up the counter service. The tickets are put in a box like a ballot box, supplied by the Cash Register Company. These tickets are invaluable, and I would not try to do business without them for the following reasons:

What the Tickets Tell

There is a record of each and every sale made, which may be reviewed by the proprietor at his leisure.

The salesman reviews each transaction before it is completed. If he is not sure as to having rung up a sale, or if he thinks he may have made a mistake, the tickets will tell.

Disputes with customers are often prevented, and if they occur the tickets will usually afford the best kind of evidence. This is especially true if a customer disputes a charge, saying that it was paid at the time. Clerks are encouraged to write the customer's name on the ticket when known.

Wrong prices are noted by the bookkeeper and reported.

Stock getting low may be at once noted by the clerk on the ticket and followed up by the book-keeper.

Clerks who are pushing profitable lines may be given credit.

The tickets are the best check against dishonesty or favoritism to friends at the firm's expense.

They afford the best means of accurate classification.

It is surprising how little time it takes to classify the tickets by one who has learned the classification.

For the cash analysis I use a daily sheet, twenty-six of which are bound together for each month. Each sheet contains full particulars of the day's balance and classification of sales. From these daily sheets the synoptic and auxiliary ledger are posted. From this point it is merely a matter of ordinary book-keeping. The general results of the business are shown in the profit and loss account annually, which should tally with the net total results of the auxiliary ledger, after the next year's inventory is taken into account. During the year the finger is kept on the pulse of the business, chiefly through its various departments as shown in the auxiliary.

Results certainly are obtained, and possibly results which at first will be surprising and lead to checking up the work of the clerks, and the prices charged. For instance, the first year I found that whereas it cost me about 35 per cent. (on turnover) to do business and live comfortably, my gross profit on my cigar case was less than 4 per cent., on my confectionery sales about 17 per cent. The problem at once presented itself of preventing leaks and getting better returns from the unprofitable departments.

Those who have a certain amount of wholesale or semi-wholesale business will find a complication which, unless properly dealt with, will materially affect the gross percentage results. One special set of columns in the auxiliary will take care of this problem, and if the wholesale selling enables quantity buying, it should receive credit for the advantage by considering such goods as belonging to the wholesale account and charging from it to the retail at usual wholesale prices.

In deciding whether a line is affording its share of profit, it is necessary to distinguish between overhead and selling cost. There are certain costs such as rent, insurance and interest which are chargeable even if the store is never opened. These constitute "carrying costs." Certain other items, such as heat, light, telephone, office expenses, etc., are incurred, even if no goods are sold, and should be borne pro rata by all merchandise. These are "operating costs" and probably half of the proprietors' salary should be charged under this head. Carrying and operating combined constitute "overhead.", Salaries (including say half the proprietors' salary), advertising, displays, furniture, expense, boxes, labels, twine, paper, corks, breakable implements, etc., constitute "selling costs." Whether or not these are apportioned among the departments depends upon how closely you intend to apply your system to the fixing of prices, and to your business policy.

Situation in Prepared Milk

Export Demand Receding—Candy Manufacturers Not Using So Much—Powdered Milk Factories Making Butter.

Montreal.—(Special.) — There have been appearing articles in some Ontario papers regarding the milk products situation. These state that the milk plants are closing down because "there is no market, either foreign or domestic, for manufactured dairy products and especially for condensed, evaporated milk and milk products."

Canadian Grocer took this upp with W. H. Dunn, general manager of The Borden Company, Montreal. Mr. Dunn stated that the Canadian market for condensed and evaporated milk has not been affected. "We find at the present time a prosperous condition for our business," he said, "and there is no curtaialment in the manufacture."

NOW MAKING BUTTER

Toronto.—(Special).—According to manufacturers of powdered milk they have been compelled to suspend operations owing to the fact that this past summer has been an exceptionally favorable one for the production of milk and that at the present time they have accumulated sufficient stock to carry them for some time. Export business has also fallen off to a marked degree, no doubt due to the fact that production in Europe has caught up with the demand. Exchange has also to be taken into consideration as when exchange and transportation are added to the already high cost of the goods it brings the price to the consumer across the ocean so high that the demand has considerably decreased. Candy and biscuit manufacturers who use considerable quantities of powdered milk have also curtailed their purchases, due it is admitted to a decline in export business.

It will be interesting to watch just what effect this condition will have upon the price of milk, some manufacturers are of the opinion that the farmers cannot produce milk at a lower figure than at present, while others state that milk will have to come down in view of the decline in the demand for manufacturing purposes.

The Canadian Milk Products Limited have now taken a definite stand with the milk producers. The company, according to General Sales Manager G. A. Lewis, has temporarily discontinued the manufacture of powdered milk, but are continuing to receive usual suppply of milk from the producers under the following conditions: The company will reduce the milk to skim, keep the fat and return the skim milk to the farmers. The company will then manufacture butter from the fat, sell it on the market and credit the milk producer with the total gross sale price less a fixed manufacturing charge.

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DECLINE IS GRADUAL

THERE is cause for gratification among the merchants of the country that the decline in prices of foodstuffs to date has been gradual, rather than a violent slump. The tendency in a great many markets, involving foods, at the present time, is towards lower levels. The trade has more or less prepared for this now for some time, and has been buying only as necessity demanded. Wheat has declined to lower figures. Flour and sugar, two of the most staple lines there are, are gradually going down, and it is believed that still further reductions in these lines as well as in others will take place. Values of fruits and vegetables, as compared with a year ago, have shown downward changes, that are very marked.

Increased production is playing a big part in the return of values to a more normal basis. It is the old law of supply and demand, and supply is again taking an upper hand. The curtailed consumption of some articles has helped in a measure to lower prices, but the great factor has been the larger production, with which the country has been blessed this year. Nature has done her best to assist in lowering the cost of living. In another column of this issue, Hayden, Stone & Co. of New York, point to the fact that the flooding of the American market with sugars from unheard parts of the world, because of the prevailing high prices, resulted in the sensational slump in that country. The bottom of the decline in sugar in the United States has been reached. Hayden, Stone & Co. believe and that there now will be a certain recovery in sugar.

PAYS TRIBUTE TO BUSINESS PRESS

"THAT, in the opinion of this Congress, it is desirable, with a view to the encouragement of closer trade relations within the Empire, special efforts should be made to secure the wider distribution of trade journals throughout the Empire, and that more favorable postal facilities should be accorded by the various governments to this end."

The above is copy of resolution unanimously passed at the meeting of the British Chambers of Commerce held in Toronto. It was moved by Mr. Symonds of the London, England, Chamber of Commerce, and seconded by Sir Thos. Mackenzie, former Prime Minister of New Zealand.

This important resolution stands out in bold contrast with the effort put forward by M. E. Nicholls, Director of National Publicity for the Government at Ottawa, to legislate the trade and technical papers out of business. In spite of the opposition of M. E. Nicholls and J. E. Atkinson of Toronto Star, the Chambers of Commerce of the entire British Empire composed of many of the best trained business and technical experts has seen fit to pass this resolution emphasizing the great importance of the specialized business and technical press to those who would better understand conditions in the various parts of the Empire. The incident again shows the need of our governments selecting men of clear-sighted vision to look after the country's welfare.

EDITORIAL NOTES

TREAT a new customer right and he will become an old customer.

* * *

NOT only does courtesy pay but clerks should remember that they are paid to be courteous.

* * *

THE traveller for a manufacturer or wholesaler should keep in mind that his actions largely determine the merchants' estimate of the house he represents.

Replacement Value Must Rule Down

Changing Retail Prices to Conform With the Downward Tendency of the Market on Various Important Staple and Perishable Articles—Playing Both Ends Against the Middle Does Not Pay.

By HENRY JOHNSON, JR.

THIS week I want to have a heart-to-heart talk with you in the quiet of our family circle because, in many parts of the country, you are committing a most flagrant crime against business ethics and the laws of economics. It is also the most foolish and least excusable crime. It is finally a crime against natural laws; and, these being stronger than any man-made laws, the consequences are absolutely certain to be visited upon the guilty.

As I write the market on various important staple and perishable articles is inclined to weakness. For several days the tendency has been steadily downward. Yet the retail prices of many of those commodities are not changed to conform to new levels of value and of the others the prices are inadequately changed.

Here is an example: Two weeks ago canteloupes cost the retailer in a certain city, $2.50 for a flat of 15. He sold them for 25 cents each. Considering that they were not quite mature, that some comebacks were inevitable, this margin of 33 1-3 per cent. was not excessive. A funny thing is that then the jobbers experienced no difficulty in selling to the retailers. Grocer bought freely and easily.

Yesterday those same melons sold at wholesale for 80 cents the flat, and moved slowly. Grocers picked and chose, pinched and examined, and were generally skeptical and cautious. Yet those melons now are in the pink of prime condition. They can be sold with hardly any comeback at all. But they are not sold freely—why? BECAUSE THE RETAIL PRICE IS KEPT AT 25 CENTS! Think of it! Men who call themselves merchants are holding up the customer for a margin of 78 2-3 per cent. on an article that should now be sold on a narrower margin than formerly because in better condition and sure—if properly handled—to go into consumption rapidly.

Excessive Margins Do Not Pay

Those melons now if sold for 10 cents each would yield 46 2-3 per cent. margin. At three for 25 cents the yield would be 33 1-3 per cent. And is it not plain to any man that dozens of consumers would buy three melons for two bits where one will buy one at that price?

Think of the opportunity to move a lot of fruit thrown away! Think of the advertising value foregone! Think of the chance to prove to the consumer that the retail grocer is a fair dealer, that it lost by such tactics! Then think of the plain dollars and cents—MONEY—that is not realized because of this short-sighted cupidity.

If you think of these things, you will realize that I am right when I hold that excessive margins do not pay.

About this time, too, sugar has dropped off radically, taking spectacular declines. Have the grocers followed? Generally speaking they have not! The only store in which I have seen a sign that was absolutely in line with replacement value on sugar was a department store. Of course I know the argument you will bring up; but what's an argument in a time like this when the facts are before everybody and the consumer can see that the department storekeeper is the only man who is following the market down?

Sugar is selling as low as from 18 to 21 cents. The argument of the high man is interesting. He says his sugar cost him 26 cents and that five cents is all he can stand to lose! Well, he is saving his five cents a pound and losing customers instead. Which is the more valuable to him? Is it remarkable that many grocers fail to make money? It is to laugh!

Green Corn at Eighty Per Cent.

I met a man on a street corner waiting for a car. He had a basket of fresh corn. He said it contained 48 ears and that he had just paid 40 cents for it at the market. He further said that his grocer had charged him 40 cents for one dozen the day before. Naturally, I told him that the actual cost of retail distribution, the fact that the grocer must buy at daybreak when the stock was fresh and high, cut more figure than the consumer was able to understand. But in my heart I knew that such a discrepancy was not justifiable. I think you know it too!

Commenting on this condition, the New York Times said, under the caption, "Replacement Value is Forgotten":

"To explain the failure of many retailers to reduce the price of sugar in anything like equal ratio to the recent drop in wholesale prices, it is stated that they 'cannot' sell below, or even at, the prices they paid for their stock on hand. To do so would mean loss, or no profit, which is the same thing as loss. From the dealer's point of view, that reasoning has weight, of course, but it is far from being sufficient to excuse the word 'cannot' or any other suggesting impossibility.

"It is not so long ago that from all the sources of commercial opinion there came frequent reference to 'replacement value' as containing full justification for elevating the price of sugar and of all other goods, for that matter, far enough above original cost to give a 'reasonable profit,' not on what that original cost was, but on what would have to be paid then for the same goods.

"All the orthodox economists, we were told, recognize the validity of that principle. So they do, but the same economists differ from the tradesmen in that, while the tradesmen are nearly unanimous in accepting and applying the rule as to replacement value, they forget, as the economists do not, that the rule should be followed in falling as well as in rising markets. . . .

"The wiser dealers come down with some approach to promptness—and they earn and get the commendation of their customers; the others, by holding out to the last minute, acquire a reputation which should and does hurt their business."

That is a fair sample of newspaper comment over the country.

Is there a word that does not ring true in that? Not a word! It is calm, restrained, fair, equitable; and it is all fact. The Times might have gone further. It might have said, with equal truth, that the past four years have been a time of unusual prosperity for the grocer. Advancing values have been so general and so continuous that all but utter incompetents have made money freely, many liberally, some largely. During those four years all of us have talked replacement value and mostly lived it, too.

Warnings Against Gambling

During three of those four years, many of us have tried to argue and warn against the folly of carrying excessive stocks, for reaction was sure to come. I have sounded that warning repeatedly, trying to make men see that the steady advance, plus normal margin on replacement values, was the safe, sane and securedly profitable course to pursue. A few have heeded. The many have not. The time of readjustment, the day of reckoning, is at hand. Those who have big stocks are just bound to suffer.

But every man in business will suffer least if he will take his loss at once. Let him follow the classical example of John Wanamaker, who saw this coming and beat it. Several months ago he cut his stocks, stated to have a value of $20,000,000, a flat 20 per cent. all along the line. Did it pay him? Well, if you have any feeling that dear old John does not know where he's going, you have another think coming.

The grocery business never has been a place for a slow man. It is not a

(Continued on page 38)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

Mr. Calder, of the Robert Crooks Co., Montreal, is in Toronto on business this week.

Z. Hebert, president of Hudon Hebert et Cie, wholesale grocers, Montreal, is expected back early in October, after an extended trip through Europe. Mr. Hebert left Montreal last April.

The warehouse of A. H. M. Hay, produce dealer, St. Peter Street, Quebec city, was damaged recently when three floors of a portion of the building collapsed and fell to the cellar. Nobody was hurt.

ONTARIO

D. F. Blackwell, retail grocer, Toronto, has sold to J. Baron.

An order-in-council has fixed Monday, October 18, as Thanksgiving Day.

D. Urquhart, Wensall, Ont., has sold his oatmeal mill to George T. Mickle, Ridgetown, Ont.

D. C. Russell, Acton, Ont., is disposing of his stock of groceries and general merchandise. He is discontinuing business.

George R. Loggie, Loggie Son & Co., Toronto, is on a business trip to Western Canada. He will likely be away until the end of October.

F. Rowe, who has been with the C. Whitney & Son store for nearly 40 years, has opened in the Jordan Block, Prescott, Ont. Mr. Rowe is Prescott's town treasurer.

The firm is under the name of F. Rowe & Son, his son being associated with him in the business.

Frank Hunter, at one time a grocer in Hespeler, Ont., passed away in Hespeler last week. He had been ill for a long time.

Owen W. Cambridge, 154 Rectory Street, East London, Ont., for many years in the grocery business, succumbed to a brief illness last week. He was in his 58th year.

The grocers of Sarnia, Ont., have agreed to make the Wednesday half-holiday now operative from June until September inclusive, continuous all the year round, with the exception of the month of December.

Two grocery stores were burglarized in Barrie, Ont., last week. A sledge hammer was used to smash in the safe of Wisdom & Co., and over $500 in cash was taken. The store of Bothwell & Co. was also entered, and $15 secured.

The early closing by-law of Sarnia, Ont., has again been before the court. A. White & Sons, butchers, appealed from the conviction registered against them on June 19. The conviction was set aside and the money ordered paid back to the appellant.

Beagan Bros., Parry Sound, have sold to McCann and Brown.

J. J. Bergin, Ottawa, has sold to J. A. Wright and Son.

G. A. Lewis, Toronto, sales manager for Canada Milk Products, Ltd., has returned from a business trip to Montreal.

George F. Girardin, Amherstburg, Ont., is discontinuing his delivery of groceries, commencing October 1st. The difficulty of securing help is given as the reason.

Peter W. Matheson, of Whitby, Ont., passed away on Thursday last. Mr. Matheson had conducted a grocery store in Whitby for many years, and retired three years ago, on account of ill health.

The many friends in the grocery trade of P. M. Ingles, of the Dominion Sugar Company, Chatham, Ont., will sympathize with him in the loss of his wife, which occurred in Toronto the beginning of this week.

In a series of thefts among the stores of Whitby merchants, Pringle's grocery was entered from the rear and $8 taken from the till. Deverell's grocery was also entered and about $10 was stolen.

The Laing Produce and Storage Co., Limited, operating a large milk condensery here, will erect a substantial addition to the plant in the near future.

The main building of the Ingersoll Evaporator, operated by O. E. Robinson and Co., was seriously damaged by fire recently. The loss is estimated at between $4,000 and $5,000, and is partially covered by insurance.

Henry B. Smith, president of the Dominion Sugar Co., Chatham, Ont., passed away there on Saturday last. He was 72 years of age, and had only arrived in Chatham a few days previously, to attend a meeting of directors. His remains were taken to Bay City, Mich., for burial.

Canada Brokerage Co. Salesmen Hold Convention

Toronto, Sept. 25.—The first annual sales convention of The Canada Brokerage Co., Ltd., was held in the company's board room, Front Street East, last week. The convention was held for the purpose of developing a better service to the retail trade and for greater co-operation, not only for the organization, but also to carry that spirit to the customers. The opening address was given by F. W. Hudson, president and general manager, followed by addresses by F. W. Hudson, secretary-treasurer; John Clark, sales manager; H. A. Beach, assistant manager, and A. C. Pyke, secretary, Canadian Wholesale Grocers' Association. Discussions on various sales topics were entered into enthusiastically by the members of the sales staff. Following the Friday afternoon session, a dinner was given by the company, followed by a box party at the Royal Alexandra Theatre, and on Saturday afternoon field sports were held at Corbett's Point.

Profit-Sharing Plan for the N.C.R. Employees

The National Cash Register Company has announced to its Canadian employees a profit-sharing plan that calls for a 50-50 division of profits between the company and all employees, who are not members of the company. The profits of the company are to be determined by an outside firm of accountants. From the total profits will be deducted an amount equal to six per cent. interest on the money invested by the company, but this investment will take no account of the thousands of dollars' worth of patents and the "goodwill" belonging to the company. After this six per cent. interest is deducted, the remaining profits are divided equally between employees and company.

The employees of the Canadian company have extra cause for gratification in that they share not merely the profits of the Canadian company, but in the total profits accruing from the whole activities of the National Cash Register in both the United States and Canada. In addition the plan is not only effective immediately, but also made retroactive to January 1st, 1920.

ONE OF THE OLDEST SUBSCRIBERS

Editor Canadian Grocer—I have sold my business in Palgrave to Geo. Hutchison and would like to know whether I owe you anything for Canadian Grocer.

Thirty-eight years ago I commenced business for myself and I think I have taken Canadian Grocer since it was first published. I have read it carefully and always considered it a good investment.

J. McCLELLAND.

Palgrave, Ont., Sept. 14, 1920.

NEWS FROM WESTERN CANADA

WESTERN

M. Crooks has commenced a grocery store at Nanaimo, B.C.

Woods-Roberts, Ltd., have started a grocery store at Calgary.

A branch grocery store has been opened in Edmonton by Kenneth Gordon.

Lynch's grocery store at Edmonton, has been sold to E. Frankle.

Duncan & Co., grocers, of Saskatoon, have dissolved partnership.

A. N. Sprinkle, has opened a new general store at Chin, Alta.

A grocery store has been opened at Delisle, Man., by E. J. McLeod.

The grocery store of W. A. Graham, Winnipeg, has been discontinued.

J. A. Lemay has discontinued his grocery store at St. Boniface, Man.

A grocery store has been opened by F. J. Fontaine at St. Boniface, Man.

G. Corbin has bought the grocery store of G. Singer, Winnipeg.

Mann's Grocery, of Prince Albert, Sask., have dissolved partnership.

B. Arnason, Winnipeg, has been succeeded in the grocery business by P. Sood.

B. Arnason, Winnipeg, has been succeeded in the grocery business by J. Godkin.

A grocery store has been commenced at Whitewater, Man., by Mrs. J. P. Walsh.

Slough and Perhune, of Vancouver, have bought the grocery store of W. H. Urquhart & Co.

The Young Tom Soap Company, Regina, Sask., is being reorganized on a co-operative plan.

The stock capital of the Yorkton Grocery Co., Ltd., Yorkton, Sask., has been increased from $200,000 to $250,000.

The Donald H. Bain Co., of Winnipeg, have been appointed Western representatives for the Teco Co., manufacturers of Teco Pancake flour.

Mason & Hickey, have been appointed agents for the H. Bell-Irving Co., of Vancouver, to sell their brands of salmon in Western Ontario, Manitoba and Saskatchewan.

R. W. Sutherland, of New York, sales manager for America for Norcanners, Ltd., Stavanger, Norway, was a visitor in Winnipeg this week, calling upon their representatives, Donald H. Bain Co.

W. E. Stroud is the manager of the Hudson's Bay Company groceteria at Edmonton, Alta. Mr. Stroud conceived the idea of a groceteria for Edmonton, and planned and opened this one for the Hudson's Bay Company. Recently Canadian Grocer published a story, stating Peter Blake was the manager of the groceteria. In view of this statement, the above correction is made.

D. Bezoir, Western sales manager of the Van Camp Products Co., with headquarters at Minneapolis, was a visitor in Winnipeg last week, and called upon their Western representatives, W. H. Escott Co., Ltd. V. C. Poole, Vancouver sales manager of the same firm, is also a visitor in town, and is renewing his acquaintance with the W. H. Escott Co., Ltd.

Joseph Tetley Co., Ltd., tea merchants of London, England, after an absence of four years, are again to be found on the Canadian market. Mason & Hickey, of Winnipeg, have been appointed their direct representatives for Western Canada, covering the territory from Port Arthur to the Rocky Mountains. The two brands, Tetley's Golden Tips and Tetley's Red Sunflower, will be the only two lines offered to the Canadian trade.

Defines Stores That May Remain Open at Night

In connection with the early closing by-law among the stores in Winnipeg, the secretary of the Retail Merchants' Association, J. H. Curle, in a communication to the market, license and relief committee of the City Council of that city, recommends that the following definitions of stores which do a day and night business, be accepted as the basis for carrying out the early closing by-law:

WHAT MAY BE SOLD AT NIGHT

The following definitions shall apply for the stores permitted to remain open after the closing hours of shops. No other goods can be handled by night stores:

A confectioner is a person, firm or corporation who sells by retail only the following: Biscuits, plain or fancy, bonbons, cakes, candied gums, candies, chewing gum, chocolate bars, chocolates, ice cream, ice cream cones pastries and pop corn confectionery.

A fruiterer is a person firm or corporation who sells by retail only the following: Fresh fruits and fresh vegetables (not canned, bottled, dried or evaporated fruits or vegetables), nuts, table figs, table raisins and dates. (Preserved fruits and syrups may be consumed upon the premises.)

A tobacconist is a person, firm or corporation who sells by retail only the following: Tobaccos, cigars, cigarettes, tobacconist sundries, including the following: Cigarette papers, lighters, matches, cigar and cigarette holders, pipes, pouches, humidors, playing cards and walking sticks.

A hotel, inn or tavern is a place in which the public are provided with rooms and meals.

A newsagent is a person, firm or corporation who sells by retail only the following: Newspapers, magazines, periodicals and pamphlets.

A victualling or refreshment house is a person, firm or corporation who sells by retail only the following: Cooked meats (not in sealed containers), cooked vegetables (not in sealed containers) and for consumption on the premises only, all kinds of meals and all kinds of drinks.

In addition to the above lines, the by-law provides for the sale of bread, butter and milk in such stores.

WORLD-WIDE ORGANIZATION OF FRUIT AND VEGETABLE TRADE

A world-wide re-organization of the fruit and vegetable trade is being established by the amalgamation of leading London and provincial firms under the name of the Fruit and Produce Exchange of Great Britain, Limited. It has an authorized capital of £1,250,000.

Many well known firms in all parts of the country have already joined the combine, and negotiations are in progress with a view to many more additions.

In an interview Mr. Richard Da Costa, managing director of the new concern, said: "We hope not only to establish more direct relations with growers and packers in the United Kingdom and abroad, but to extend existing agencies in most countries. We also propose to set up subsidiary companies in America and Australia.

"Our English growers and customers, Australian, American and European shippers, hold shares in the company, which makes it a purely co-operative concern.

"Where necessary, motor lorries will be run between growers and markets, in order that fruit and vegetables may be sold in the best possible condition, thus, also, saving very high freight rates.

"One result of this increased efficiency will certainly be a reduction in the cost of all foodstuffs to the consumer."

Big Western Crop Buoys Up Business

Representative Opinion in Western Canada Believes That the Big Crop Will Easily Exceed in Value a Billion and a Half Dollars

R. AND W. SUTHERLAND, of New York, representing Norcanners' Limited, a Norwegian canning company, has been in Canada for some time travelling across the country from Vancouver. Speaking to Canadian Grocer on Tuesday in Toronto, he stated that Western Canada was feeling quite bouyant in view of the big crop, and the outlook for the liquidation of it. His opinion, after discussing the matter with Western farmers and business men, was that the value of the crop would easily exceed a billion and a half dollars. "It will be closer to two billion," he predicted.

Western business men are quite naturally inclined to hold back on their buying because of the restrictions put upon expansion by the banks. Buyers have instructions from heads of firms to go easy at the present time, but Mr. Sutherland points out, in view of the ultimate outlook, Western business is bound to be splendid. He looks forward to a good business next year in Canada, due chiefly to the bountiful harvest we are reaping this fall.

Dealing with the Norwegian sardine situation he stated that prices in Norway were being kept steady, in view of the high cost of labor. On the other hand, the exchange situation between the Old Country and America had tended to keep the prices of sardines to a fairly reasonable level. Mr. Sutherland called on the trade in Toronto this week with A. S. May, of A. S. May and Company, agents of Norcanners' Limited.

Saltiest Lake in the World Exists in Saskatchewan

Saskatoon, Sept. — One hundred and twenty miles west of Saskatoon, at Senlac, Saskatchewan, is a salt lake that is believed to be the saltiest in the world. It is more than five times saltier than Salt Lake, in Utah, and its waters are hence five times as valuable commercially. And this lake, which is 185 acres in area, is a commercial project owned by five Calgary residents, who have no stock to offer and who have refused an offer from P. Burns for the whole project.

This lake was discovered when a search for potash was being made by W. G. Worcester, of Calgary. He is a geologist and when he ascertained that this lake was wonderfully rich in saline content he recognized its value to Alberta and interested John Arnold, A. H. Kelly and J. O. Williams, of Calgary, who are the sole stockholders and who have financed the undertaking.

500 Tons Daily Output

They have already installed what is known as a solar plant for drying out the salt, but this is a slow process which is delayed when the weather is bad and especially when it is rainy. Hence an evaporator plant is being built at Winnipeg, and will be ready for operation shortly. With that working the output will be 10 tons a day. This will be the first unit and others will be added in due course. It is believed that a maximum of 500 tons a day can be attained.

It is no exaggeration to say that the water of this lake is literally brine, for it is just about as strong as the ordinary pork pickling solution. Its salt content runs from 53 to 55 per cent., as compared with 10.7 for Salt Lake, in Utah. Indeed sometimes it is even saltier after a stretch of dry weather.

Fed by Salt Springs

Now this lake is only eighteen inches deep and the assumption might be that it would soon be emptied, but fortunately for those who saw its worth it is fed by living salt springs, and its level is maintained no matter how much is taken out, which would indicate that the pressure from that source of supply is heavy and that such source must be of practically inexhaustible volume.

Four wells were sunk this year and they have produced very satisfactory results. One is a flowing well with 53 per cent. salt saturation.

This salt is in great demand for stock, packing, ice cream making and other purposes, and will be prepared for table use in due time. Hitherto Western Canada has been importing all its salt from Ontario and Utah. The recent increase in freight rates in the United States has just about cut off the Utah supply and the rates from Ontario are very high, which makes salt an expensive commodity in this province. This is why the Alberta Government is encouraging drilling for salt at Fort McMurray and other places.

The one big need is railway transportation. There are two C. P. R. lines running through the district, but the nearest is 12 miles away.

REPLACEMENT VALUE MUST RULE

(Continued from page 35)

good place for any but alert men now. Quick witted men have opportunities all around them; but only a few are speedy enough to cash in on them.

A certain grocer ran out of sugar a few weeks ago, just as a lot he had bought on contract came in. He learned, simultaneously, that the market was off so that it would be right for him to sell at about his last cost. He did not act. The bottom dropped out of the market. Inevitably he took a loss of several cents the pound. Thinking afterwards, he said: "Had I been speedy enough I would have advertised that sugar at once at cost. Customers would have relieved me of the entire load at that figure. Then I could have repurchased in a small way on the new cost basis, and very shortly I could have recouped my loss. But I missed it!"

Yes, insight does not get us very far!

Chain Stores Alert, Also Department Stores

The chain and department stores are mostly alert to these happenings. They sense a market change at once. They meet it so promptly that they make capital out of it. They reduce to the new level while the ordinary grocer is hesitating, scratching his head and "wondering" what he'd best do. Thus they get in ahead of us all, and we say they are not "fair competition."

That "fair competition" idea has been overworked. It is about time for us to go back to the old idea that this is an open field, and that the race is to the swift. Let him who can get away from the line most promptly win. He will, anyway, and in the long run, so what's the use?

If you are curious to know why only five per cent. of the grocers of the country make real money, many of the reasons are set forth above. You must get enough for your goods; but it is just as suicidal to get too much as to take too little. The plan is to buy moderately; turn often at a fair margin; keep alert and wakeful. There is no other way and no law can help you if you cannot help yourself under this plan.

Let me sum up in the words of Solomon: "There is that scattereth and increaseth, and there is that withholdeth more than is meet, but it tendeth to poverty." Translate that and you will have the true answer!

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE markets generally have a tendency to show gradual declines although some commodities have considerably strengthened. The features are the reduction in price on sugar and flour which has been manifest throughout Canada.

MONTREAL—The prices on fresh meats have expanded in their range. The market is very firm. Smoked hams are quoted slightly lower. The egg market shows little relief. Lard holds firm at the advanced prices. There is a better cheese market. Butter shows a more active market but export trade is restricted. Sugar drops again. Molasses holds in price. Flour is reduced fifty cents per barrel. Vegetable market continues very good. Potatoes may be dearer. Apples are in good supply. Sugar dropped one dollar and half per hundred during the week. Kraft paper is also higher. Cereals are lower. Baking soda is quoted higher.

TORONTO—Sugar declined one-fifty to two dollars per hundred. Refiners report a better movement; second-hand sugars are moving less freely, apparently supplies are becoming cleared up. The market is still weak and further reductions are not unlikely. Syrups and molasses are steady under a quiet demand. As intimated in last week's issue package oats have been reduced. The situation in other package cereals is rather unsettled and reductions on corn and wheat products are not unlikely. The condition is about the same in bulk cereals, rolled oats, barley, rolled wheat and corn meal are marked lower.

There is little movement at present in canned goods with possibly the exception of sockeye salmon. Sockeye salmon is a short pack and the small stocks available are rapidly going into retailers' hands. The competition on canned peas which was in effect for the past few weeks has somewhat abated and jobbers are now settling to the opening price basis. One line of marmalade in No. 2 and No. 4 tins is marked higher also pure extracts, condensed mincemeat and baking soda in packages. The spice market generally is steady although a slight shading downward is noted on some lines. Shipments of new crop Grecian currants are on the water and are expected to arrive on this market about the middle of October. New crop prunes and apricots are also moving this way. Primary markets for raisins and currants are in a strong position and prices are holding at high figures. The most noticeable feature in the tea market is the scarcity of fine liquoring Ceylons and Indians; it is said that lower grades continue to accumulate in London and other large markets and that these teas are offered at prices below the cost of production simply because there is no demand for low grade teas, however, if trade is opened up with Russia, then a large portion of these stocks will be disposed of. It is estimated that there will be only a twenty-five per cent. crop of pecans which indicates that higher prices can be expected. Spot stocks of coffee are not large and it is said that the market will be almost bare when the new crop arives about the middle of November when lower prices will be manifest. Reductions are noted on tapioca, one brand of peanut butter in bulk, milk stock in bulk and bulk soap flakes. Owing to the weakness which has characterized the wheat market, flour declined 50 cents per barrel, millfeeds are also reduced $5.50 per ton.

The market for fresh beef is easy under heavy receipts and a light demand. Hogs are fairly firm with pork cuts marked higher. Smoked meats are steady and unchanged. Mess pork in barrels has advanced. Lard is firm under a three cent advance. Butter, eggs and cheese are holding firm.

WINNIPEG—Owing to rainy weather during the past week, harvesting has been curtailed, but notwithstanding this fact, it is reported that over a thousand cars of wheat are arriving in Winnipeg daily. Money still remains very tight, but just as soon as the crop is harvested and farmers receive payment for their crop business conditions will improve. The retailer and wholesaler has a feeling of big business for the coming year. Sugar prices have been readjusted as the B.C. Refinery Co. have withdrawn from the Manitoba market. There has been practically no change in the price of grocery commodities this week. The primary coffee market is showing considerable strength, due to the heavy demand of European buyers. Manzanillas and Queen olive crops owing to the great heat are reported very scarce. These lines are 20 per cent. and 40 per cent. higher than last year's price. The prune market has eased off considerably but even with lower prices in view the trade is showing very little interest. Shelled pecans are reported very scarce. Cape Cod cranberries are now on the market, as well as many lines of B.C. fruit. Virginia sweet potatoes are now on the market.

QUEBEC MARKETS

MONTREAL, Oct. 1.—Sugar dropped one dollar and a half per bag early in the week. Flour is also reduced fifty cents per barrel. Cereals are also cheaper. The retailers are looking for lower prices on canned goods. The good supply of vegetables and fruit continues with lower prices on oranges. Baking soda is quoted higher. Kraft wrapping paper takes another advance. The big supply of molasses on hand at the present time insures steady prices. Tea market is very weak due to supplies of English tea offered. Coffee will be cheaper as soon as the new crop is prepared. The trade reports a good recuperation to the spice market. Some compound jams are cheaper. Spot stocks of nuts in some cases are much reduced. No prospect of California dried fruit supplying this market.

Another Sugar Decline

Montreal.

SUGAR. — The sugar market took another step downward this week when quotations on granulated sugar dropped 1 1-2 cents per pound. The new price of granulated sugar is now 19 1-2 cents per pound and No. 1 yellow, 18 1-2c. The sugar market has been rather weak for some time and has been gradually moving back toward normal prices. Some reports show that raw sugar is being bought as low as 8 and 9 cents per pound but this is not general. On the other hand, it is stated that a shortage of raw sugar may be expected between now and the first of January. These reports are only rumors, however, and every tendency evident on the market is for a gradual movement towards lower prices.

Atlantic Sugar Co., extra granulated, cwt.	19 50
Acadia Sugar Refinery, extra granulated..	19 50
Canada Sugar Refinery	19 50
Dominion Sugar Co., Ltd., crystal granu.	19 50
St. Lawrence Sugar Refineries	19 50
Icing, barrels	19 70
Do., 25-lb. boxes	20 10
Do., 50-lb. boxes	19 90
Do., 50 1-lb. boxes	21 20
Yellow, No. 1, bags	18 50
Do., No. 2	18 40
Dark Brown	18 30

Molasses Nominally Firm

Montreal.

MOLASSES.—The molasses market continues as it has been for some time and prices are as quoted on stocks one month ago. The wholesalers and jobbers in the cities have their supply on hand to cover the next few months and a change in price is not likely. Some quotations, however, cut the prices given here slightly in bidding for the market. As in the case of sugar some rumors have it that there will be a shortage of molasses before the new year. There is no change in the price of corn syrup.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 10
Half barrels, about 350 lbs.	....	0 10¼
Quarter barrels, about 175 lbs.	....	0 10¾
2 gal., 25-lb. pails, each	....	3 10
3 gal. 38½-lb. pails, each	....	4 65
5 gal. 65-lb. pails, each	....	4 45
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	7 05
5-lb. tins, 1 doz. in case, case	....	8 05
10-lb. tins, ½ doz. in case, case	....	7 75
Cane Sprup (Crystal) Diamond—		
case (2-lb. cans)	....	8 50
Barrels, per 100 lbs.	....	12 25
Half barrels, per 100 lbs.	....	12 50

	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	.... 1 50
Barrels	.... 1 53
Half barrels	.... 1 55
Puncheons, outside city	.... 1 45
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case.	.... 6 00
3-lb. tins, 2 doz. in case, case.	.... 8 25
5-lb. tins, 1 doz. in case, case.	.... 6 80
10-lb. tins, ½ doz. in case, case	.... 6 65

Barley Prices Reduced

Montreal.

CEREALS. — There has been further reductions in cereals this week. Pot and pearl barley have been reduced in price to $6.00 and $7.25 per bag. The cereal market has been considerably reduced in its prices as a result of the good crops this year.

Oatmeal, granu., fine, standard..	....	6 10
Rolled oats, 90 lbs.	....	5 50
Pearl Hominy	....	6 25
Cornmeal, Gold Bust Brand	....	6 00
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley	....	7 25

Baking Soda Higher

Montreal.

PACKAGE GOODS. — The feature of the package goods market is the drop in the price of rolled oats. Some firms have dropped their prices already to the $5.60 basis and others are expected to follow this week. There is an advance in the price of Cow Brand baking soda amounting to twenty cents per case. This makes the price four dollars per case. Wethey's mince meat has been advanced in price ten cents per box, making the price $7.10.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50		4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case...	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case....	....	2 50
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Do., self-raising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	7 30
Do., 20s, case	....	7 50
Self-raising Flour (3-lb. pack.) doz.	....	8 30
Do. (6-lb. pack.), doz.	....	6 40
Corn Starch (prepared)	....	0 14
Potato flour	....	0 15½
Starch (laundry)	....	0 12½
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case..	....	5 50
Chinese Starch	....	7 00
Package Cornmeal	....	4 25
Malt Breakfast Food (36 pkgs.)	....	12 50

Rice Market Weak

Montreal.

RICE.—The rice market is very weak at the present time. Quotations given below are nominal. There has been much to upset the rice market and the demand is reported to be rather poor. Texas broken rice is quoted by some jobbers at a reduction of 1 cent per pound this week, making it 12 1-2 cents per pound.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Bell Rice, fine	....	16 00
Bell broken rice	....	10 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Canned Goods Hold Firm

Montreal.

CANNED GOODS. — Retail and wholesale merchants in the city feel that lower prices will be quoted on canned goods before many weeks pass. Some retailers are withholding their buying in expectation of this decline. There is no assurance that this decline will come into effect. Campbell's tomato soup, which has been rather hard to obtain for some time, is again offered on the market at $2.00 per dozen. Okra No. 3 tins are offered in 2 dozen cases at $3.00. New preserved Niagara cherries are offered on the market at $4.50 per dozen. The market for canned goods appears to be very firm at the original quotations but there is a feeling among the retail trade that lower prices will be offered before the winter season. Wholesalers offer compound jams at a reduction from 24 cents per pound to 21 cents per pound.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	2 15	2 20
Beans, Refugee	2 15	2 20
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 97½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½

Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10
CANNED FRUITS		
Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2	....	20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.	....	9 50
Do., gal., table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25

Black Tea Market Upset

Montreal.

TEA.—The tea market has gained no strength this week and conditions are little improved. Japan teas, however, hold very firm at original quotations. The market for Ceylon and Indian teas has been upset by a large supply of superior teas shipped from England which have been held by the British Government.

Ceylons and Indians—		
Pekoe Souchongs	0 44	0 48
Pekoes	0 49	0 55
Broken Pekoes	0 50	0 65
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee Market Weak

Montreal.

COFFEE AND COCOA. — The cocoa market holds firm with a very good demand but the market for coffee shows weakness and lower prices are expected. The declines will be only gradual but the stocks of raw coffee are being procured by dealers at a much lower figure than present stocks.

Spices in Active Demand

Montreal.

SPICES.—Reports show a very active market for spices. The trade in the city is very much pleased with the developments in sales during the last two weeks. Prices are unchanged and are accurately as possible quoted below. These prices are quoted on a basis of one quarter pound.

Allspice	....	0 20
Cassia (pure)	0 30	0 33
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Belgian chicory	....	0 25
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 75	0 80
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 42
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 65
Pepper, black	....	0 35
Do., white	....	0 45
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 15	0 18

Spot Nut Stocks Reduced

Montreal.

NUTS.—The nut market for the new crop retains all the strength with which it has been credited. Spot stocks, however, are being offered at sacrifice prices by jobbers in the city and at prices which will not replenish supplies. Shelled almonds are being offered at a reduction of 6 cents per pound, at 60 cents, filberts also reduced by some wholesalers 6 cents and walnuts at a reduction of 5 cents per pound. Despite this, importers state that the new crop will be marketed at a much higher figure.

Almonds, Tarragona, per lb.	0 26	0 32
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 32
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	....	0 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	....	0 28
Do., shelled	....	0 50
Do., Bordeau	....	0 63
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Dried Fruit Scarce

Montreal.

DRIED FRUITS.—The market for dried fruits holds firm. Prices on spot stocks remain the same but there is every indication that quotations for the new crop will be higher. There is very little hope of getting any supplies of currants, raisins or prunes from California. There is a very abnormal demand for the product in the United States and prices this season are almost prohibitive. Importers are relying this year on European supplies which have not been called on for some years.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown	....	0 27
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Kraft Wrapping Paper Higher

Montreal.

MISCELLANEOUS. — Kraft wrapping paper has advanced another quarter of a cent a pound. The price now is 16 1-4 cents per pound. Canned clams in one pound tins are now quoted at $2.35 per dozen which is an advance of ten cents.

Potatoes Show Strength

Montreal.

VEGETABLES — There is very little change in the vegetable market this week. Potatoes show signs of being stronger in price. Prices vary more than they have according to grade. The quotations now vary from $1.25 per bag to $1.80. It is rumored that potato prices will be much higher within the next month or so.

Beets, per doz.	....	0 25
Beans, wax (20-lb. bags)	1 00	1 25
Do., new string (imp.) hamper	....	....
Cucumbers, Montreal, per doz.	....	0 20
Cabbage, Montreal, doz.	0 50	0 65
Chicory, doz.	....	0 50

Carrots, doz.	....	0 25
Corn, cob, per doz.	0 15	0 20
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 25	1 80
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	0 40
Spinach, box	....	0 75
Turnips, per doz.	....	0 40
Watercress (per doz.)	....	0 75
Montreal Tomatoes, per box	0 75	1 00
Cauliflower, per doz.	....	0 90
Spanish Onions, per case	....	5 50

Apples in Plentiful Supply

Montreal.

FRUIT. — Oranges are quoted this week back at normal prices of ten dollars per case. This is a reduction of fifty cents per case for some numbers. There is a plentiful supply of apples offered on the market. The Alexanders are now included in the list at $6.00 and $6.50 per barrel. Peaches are selling at $1.25 and grapes at 60 cents per basket.

Apples, early, basket	0 80	1 00
Do., Duchess, per barrel	5 00	5 50
Do., Wealthy, No. 1, per bbl.	....	7 00
Do., No. 2, per bbl.	....	6 00
Do., Alexander, per bbl.	6 00	6 50
Bananas (as to grade), bunch	7 00	8 00
Cherries, basket	1 25	2 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	4 25
Oranges, Cal., Valencias	....	10 00
Do., 100s and 150s	....	10 00
Do., 176s and 200s	....	10 00
Cal. Navels—		
80s, 100s	....	10 00
126s	....	10 00
150s	....	10 00
176s, 250s	....	10 00
Florida, case	....	9 75
Pineapples, crate	....	8 50
Watermelons, each	....	1 00
Canadian Peaches, 11 qts.	....	1 25
Plums, 11 qts.	0 50	0 60
Pears, 11-qt. basket	....	1 00
Canteloupes, crate (45)	....	9 00
Blueberries, box (Lake St. John)	....	4 50
Tokay Grapes, per box	....	5 00
Peaches, per basket	....	1 25

Flour Reduced 50 Cents

Montreal.

FLOUR.—A fifty cent reduction has been made this week in the prices of both the new and the old flour. This reduction brings the price of new flour to $13.80 and the old to $14.30. This reduction follows the new wheat market which has dropped in price as a result of the splendid wheat crops this year.

ONTARIO MARKETS

TORONTO, Oct. 1—Dominion sugar has declined $2.00 per hundred. Other refiners have reduced prices $1.50 per hundred. Differentials on yellow sugar have also been readjusted, making the price basis $1.00 to $1.20 under granulated. Package oats and bulk rolled oats are reduced. Barley and rolled wheat are quoted lower. One line of marmalade is quoted higher, also pure extracts, condensed mincemeat and baking soda. Some spices are marked lower this week. Pecan nuts are likely to be higher in view of the small crop. Rice is steady. Tapioca has declined. Flour is down 50 cents barrel and millfeeds have been reduced $5.50 per ton.

Sugar Reduced

Toronto.

SUGAR. — The Dominion Sugar Refinery has reduced quotations $2 per hundred, bringing the price to $19.21. Other refiners reduced prices $1.50 per hundred, now quoted at $19.71. The differentials on yellows have also been reduced, making No. 1, $1; No. 2, $1.10, and No. 3, $1.20 under granulated. Refiners report a better movement, second hand sugars apparently are fairly well cleaned up. The market is still weak and further reductions are not unlikely.

St. Lawrence, extra granulated, cwt.	$19 71
Atlantic, extra granulated	19 71
Acadia Sugar Refinery, extra granulated	19 71
Dom. Sugar Refinery, extra granulated	19 21
Canada Sugar Refinery, granulated	19 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, $1; No. 2, $1.10; No. 3, $1.20.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Syrups Are Quiet

Toronto.

SYRUPS. — This market is quiet and there is nothing of interest to report. As the price of molasses is based on the price of sugar a reduction on this line is possible in view of the easier condition of the sugar market.

Corn Syrups—		
Barrels about 700 lbs., yellow	....	0 10
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	7 05
Cases, 5-lb. tins, white, 1 doz. in case	....	8 05
Cases, 10-lb. tins, white, ½ doz. in case	....	7 75
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 45
Cases, 10-lb. tins, yellow, ½ doz. in case	....	7 15
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	....
New Orleans, bbls., gal.	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Package Oats Reduced

Toronto.

PACKAGE GOODS. — As intimated in last week's issue, package oats have been reduced 70 cents per case. Robin Hood porridge oats are now $5.80 per case for large, and $2.10 for the small size. Tillson's oats are now $5.60 per case. The situation in other package cereals is rather unsettled and reductions on corn and wheat products is not unlikely in the near future.

PACKAGE GOODS

Rolled Oats, 20s, round, case	5 60	5 80
Do., 20s, square, case	5 60	5 80
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	4 35
Cornstarch, No. 1, lb. cartons	....	0 13½
Do., No. 2, lb. cartons	....	0 12
Laundry Starch	....	0 11¾
Do., in 1-lb. cartons	....	0 12¼
Do., in 6-lb. tin canisters	....	0 16
Do., in 6-lb. wood boxes	....	0 15¼
Celluloid Starch, case	....	5 30
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	4 25
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 50
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	4 10
Buckwheat flour, 24s	....	4 10
Two-minute Oat Food, 24s	....	3 75
Puffed Wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case	....	4 25
Do., pearl, case	....	4 25
Scotch Pearl Barley, case	....	3 50
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	4 10

Barley and Oats Reduced

Toronto.

CEREALS. — The cereal market is rather unsettled and it has been intimated that an all round reduction will be made. Rolled oats are down 50 cents per bag, now quoted at $5. Pearl barley has been reduced $1 per bag, bringing the price to $8, and pot is now quoted at $7, a reduction of $1.50. Rolled wheat is down 55 cents a barrel, now quoted at $8.25.

	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	8 00
Barley, pot, 98s	7 00
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	5 75
Do., fancy yellow, 98s	6 75
Oatmeal, 98s	5 75
Oat Flour	....
Corn Flour, 98s	6 75
Rye Flour, 98s	6 25
Rolled Oats, 90s	5 00
Rolled Wheat, 100-lb. bbl.	8 25
Cracked wheat, bag	6 75
Breakfast food, No. 1.	8 50
Do., No. 2	8 50
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	0 08¾
Blue peas, lb.	0 10
Marrowfat green peas	0 11¾
Graham Flour, 98s	7 65
Farina, 98s	6 20

Marmalade Quoted Higher

Toronto.

CANNED GOODS. — There is little movement in canned goods, with possib-

ly the exception of salmon. Sockeye salmon is a short pack and the small stocks available are rapidly going into retailers' hands. One packer is quoting new pack tomatoes at $2 per dozen, but generally opening prices have not been named. The competition on canned peas which has been in effect for the past few weeks has somewhat abated, and wholesalers are settling to a price basis of $1.90 for standards, although one house is still offering at $1.80. Uptons, No. 2 tins, orange marmalade has advanced to $6.90 per dozen, and pineapple marmalade in No. 4 tins to $1.50 each.

Salmon—		
Sockeye, 1s, doz.	5 80	5 95
Sockeye, ½s, doz.	....	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	1 72½	1 90
Do., Early June, doz.	....	....
Do., Sweet Wrinkle, doz.	....	....
Beets, 2s, doz.	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 00
Pumpkins, 2½s, doz.	....	1 85
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 43
Black Currants, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50
Gooseberry, 4s, each	....	1 43
Do., 16 oz., doz.	....	5 35
Peach, 4s, each	....	1 25
Do., 16 oz., doz.	....	4 80
Red Currants, 16 oz., doz.	....	5 50
Raspberries, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50
Strawberries, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50

Some Spices Marked Lower

Toronto.

SPICES.— The primary spice market is ruling fairly steady, although there are shadings in prices on some lines to the retail trade. Cloves, Jamaica ginger, mace, mustard seed, celery seed, coriander seed and curry powder are marked down 5 to 10 cents per pound. Peppers are holding firm.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	....	0 65
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 45
Mustard, pure	....	0 55
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	....	0 75
Peppers, black	....	0 35
Do., white	....	0 45
Paprika, lb.	0 80	0 85
Chillies, lb.	....	0 60
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 60
Do., 64s	....	0 70
Do., ground	0 40	0 50
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 20
Carraway seed, whole	....	0 30
Tumeric	....	0 28
Curry Powder	....	0 40
Cream of Tartar—		
French, pure	0 75	0 80
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Grecian Currants Expected Soon

Toronto.

DRIED FRUITS. — Spot stocks of dried fruits are not large, and are expected to be practically cleared up by the time shipments of new crops arrive. Shipments of new crop Grecian currants are now on the water and are expected to arrive on this market about the middle of October. New crop prunes and apricots are also moving this way. Primary markets for raisins and currants are strong and are holding at high figures. Quotations on spot stocks are unchanged.

Evaporated apples	....	0 21
Candied Peels, American—		
Apricots, cartons, 11 oz., 48s	....	4 55
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek Filiatras, cases	....	0 16¾
Do., Amalias	0 18½	0 19
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.	....	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case	....	7 25
Fard, per box, 12 to 13 lbs.	....	3 50
Hallowee dates, per lb.	0 18	0 23
Prunes—		
30-40s, 25s	....	0 31
40-50s, 25s	0 25	0 28
50-60c, 25s	....	0 23½
60-70s, 25s	....	0 21½
70-80s, 25s	....	0 18½
80-90s, 25s	....	0 16½
90-100s, 25s	....	0 15½
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets	....	0 29
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas	....	0 26
Thompsons, Seedless	....	0 30

Tea Market Steady

Toronto.

TEAS. — The tea market is holding steady. The most noticeable feature is the scarcity of fine liquoring Ceylons and Indians. Importers state that lower grades continue to accumulate in London and other large markets, and that these teas are offered at prices below the cost of production simply because there is no market for low grade teas. It is still felt, however, that if trade is opened up with Russia that a large portion of these teas will be disposed of. Japans are holding at the high prices named.

Ceylons and Indians—		
Pekoe Souchongs	$0 40	$0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 58
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Pecans to be Higher Likely

Toronto.

NUTS.—It is estimated that there will only be a 25 per cent. crop of pecans, which indicates that higher prices can be expected on the new crop. Shelled Brazils are scarce and it has been intimated that Brazils will reach $1.50 per pound. Shelled Bordeaux walnuts are quoted at 60 cents per pound in case lots. The peanut market rules easy under declines of last week. Shelled filberts are down three cents per pound, bringing the price to 35 cents.

Almonds, Tarragonas, lb.	0 31	0 35
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	....	0 34
Do., Marbot	....	0 30
Filberts, lb.	....	0 28
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 35
Do., sweetened, lb.	....	0 42
Do., shred	....	0 30
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 60	0 65
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 60	0 65
Peanuts, Spanish, lb.	....	0 20
Do., Chinese, 30-32 to oz.	....	0 15
Do., Java	....	0 14½
Brazil nuts, lb.	....	1 00
Pecans, lb.	....	1 15

Coffee Stocks Light

Toronto.

COFFEES. — Spot stocks of coffee are not large, and it has been said that the market will be almost bare when the new supplies arrive, which will be about the middle of November, when lower prices will be manifest.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaice	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santo	....	0 42

Tapioca Marked Lower

Toronto.

RICE. — The rice market is steady and unchanged. Tapioca is easier, now quoted at 10 cents per pound in bag lots, and half cent higher in broken lots.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Do., broken, 100 lbs.	....	11 00
Japans, fancy, per 100 lbs.	....	0 18½
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 10	0 10
White Sago	0 10	0 10½

Potatoes Are Easier

Toronto.

VEGETABLES. — All vegetables are ruling steady, and prices are generally unchanged. Potatoes are a shade lower, now quoted at $1.60 to $1.75 per bag. Onions are expected to be lower in view of the large crop.

Cabbage, Can., per doz.	0 50	0 75
Parsley, domestic, per 11-qt. bask.	....	1 00
Cucumbers, per 11-qt. basket	0 40	0 50
Carrots, per 75-lb. bag	....	1 25
Beets, per 75-lb. bag	....	1 25
Turnips, per 75-lb. bag	....	1 00
Onions, 100-lb. sack	3 00	3 25
Do., Spanish, large crate	....	5 50
D., small crate	....	3 25
Do., Pickling	1 50	2 50
Tomatoes, Ontario, 11-qt. bskt.	....	0 50
Green Peppers, hot, 11-qt. basket	....	0 50
Do., sweet, 11-qt. basket	....	0 65
Vegetable Marrow, doz.	....	0 50
Celery	....	1 00
Egg plant, 11-qt. basket	....	0 75
Potatoes, per bag	1 60	1 75
Corn, per doz.	0 12	0 15
Sweet Potatoes, hampers	....	3 00

Peaches in Abundance

Toronto.

FRUIT.—There are heavy receipts every day in the fruit market. Peaches are offered as low as 40 cents for 11-quart baskets, but the average price is around 65 cents. Plums are also in abundance, and prices range from 50 to 75 cents per basket. Apples are in good supply, and sold in a quiet market at steady prices. Moore's early grapes are quoted at 40 to 50 cents for 6-quart baskets.

Oranges, Valencias—		
126s	....	8 00
150s	....	8 50
176s, 200s, 216s, 250s	....	9 50
Bananas, Port Limons	....	0 12
Lemons, Cal., 240s	....	5 00
Do., Messinas, 300s	....	5 50
Grapefruit, 46s to 96s	6 25	7 00
Cantaloupes, Canadian, basket	0 50	0 75
Pears, Oregon, per box	....	6 25
Do., Canadian Bartlett, bskt.	0 75	0 85
Grapes—		
California Tokay	....	4 75
Moore's Early, 11-qt. basket	....	1 25
Do., 6-qt. basket	0 40	0 50
Apples, Duchess, box	....	1 50
Do., per barrel	4 00	6 00
Plums, 6-qt. basket	0 30	0 50
Do., 11-qt. basket	0 50	0 75
Peaches, 6-qt. basket	0 40	0 50
Do., 11-qt. basket	0 50	0 65

Flour Declines 50 Cents

Toronto.

FLOUR. — Following the weakness that has characterized the wheat market, flour has declined 50 cents per barrel. First patents in jute bags is now $13.50 per barrel, and second patents, $13.

Flour—		
Patent Firsts, in jute bags, per barrel	....	13 50
Do., Seconds, in jute bags, per barrel	....	13 00

Millfeeds Drop $5.50

Toronto.

MILLFEEDS. — Coinciding with the drop in flour, millfeeds also declined. Bran is now quoted at $49.25 per ton and shorts $54.25, a reduction of $5.50 per ton.

MILLFEEDS—		
Shorts, per ton	....	54 25
Bran, per ton	....	49 25

Honey Unchanged

Toronto.

HONEY. — The market for honey is steady at unchanged quotations. Five pound tins are quoted at 30 to 32 cents per pound, and 60 pound tins, 26 to 27 cents per pound.

Some Lines Reduced

Toronto.

MISCELLANEOUS. — Princess soap flakes have been reduced to $3.30 per case. Milk stock has been reduced to 28½ cents in drums, and 26½ cents in barrels. McLaren's peanut butter in bulk is quoted three cents per pound lower. Cowan's unsweetened Perfection chocolate has been reduced to 95 cents per dozen.

Some advances have also been registered. Whethey's condensed mince meat has advanced to $7 per case. Cow brand soda is quoted higher. Shirriff's pure extracts have advanced, 2½ ounce lemon and vanilla are now $3.40, and two ounce $2.85 per dozen.

WINNIPEG MARKETS

WINNIPEG, Oct. 1.—The markets for general groceries show few price changes. Sugar is reduced in price. Starches and cereals are unchanged. Olives are quoted higher. Spices are firmer with indications for higher prices. The tone of the currant market is strong due to short crop and extra demand. Pecans are scarce and higher prices are expected on the new crop. Little business is noted as yet for jams and prices are holding. First shipments of Cape Cod cranberries and Virginia sweet potatoes have arrived.

Sugar Declines

Winnipeg.

SUGAR.—Granulated sugar has declined 75 cents per hundred, now quoted $20.80. Yellow sugar declined $1.30, now quoted $19.70.

Lantic granulated, 100-lb. bag	$20 80
Acadia granulated, 100-lb. bag	20 80
Redpath granulated, 100-lb. bag	20 80
St. Lawrence granulated, 100-lb. bag	20 80
Dominion granulated, 100-lb. bag	20 80
Yellow sugar, 100-lb. bag	19 70

Syrups Are Unchanged

Winnipeg.

SUGAR.—There has been no change in syrups or molasses since our last report. Local jobbers, however, due to the large amount of stock on hand, have not quoted higher prices, although molasses advanced recently. There is the usual demand for both cane and corn syrup, and taking into consideration the increased freight rates future declines in these lines do not seem possible for the present at least.

CANE SYRUPS—		
2-lb. tins, 2 doz. in case	....	8 80
5-lb. tins, 1 doz. in case	....	10 30
10-lb. tins, ½ doz. in case	....	9 80
20-lb. tins, ¼ doz. in case	....	9 55
CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case	....	7 35
Cases, 5 lb. tins, white, 1 doz. in case	....	8 40
Cases, 10 lb. tins, white, ½ doz. in case	....	8 05
Cases, 20 lb. tins, white, ¼ doz. in case	....	8 05
Cases, 2 lb. tins, yellow, 2 doz. in case	....	6 75
Cases, 5 lb. tins, yellow, 1 doz. in case	....	7 80
Cases, 10 lb. tins, yellow, ½ doz. in case	....	7 65
Cases, 20 lb. tins, yellow, ¼ doz. in case	....	7 55
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz.	....	24 50
Pure, 10s, per case of ½ doz.	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
Above subject to a discount of 10 per cent.		
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Starch Markets Steady

Winnipeg.

STARCH.—The corn market is reported to be weak yet on the other hand the high cost of labor and the increase in freight rates have a tendency to keep prices at the present level.

Cereals in Fair Demand

Winnipeg.

CEREALS.—The demand for package cereals is reported fair, and with the variations of the oat market definite information regarding future prices is very hard to procure; however, prices can hardly be expected to be higher, and the merchant would do well to carefully watch his stock at the present time.

PACKAGE CEREALS		
Gloss, 1-lb. pkgs., per lb.	....	0 14¼
Celluloid, 1-lb. pkg., per case	....	5 65
Do., No. 1 quality, 1-lb. pkgs.	....	0 13½
Cornstarch, 1-lb. pkgs., per lb.	....	0 12
Rolled oats, 20s, round cartons.	6 00	6 50
Do., 36s, case, square pkts.	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	....	4 00
Puffed Wheat, 3 doz, case, case.	....	4 80
Puffed Rice, 3 doz. case, case.	....	6 70
Cream of Wheat, 3 doz. case, case	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case.	....	3 75
BULK CEREALS		
Rolled Oats, 80s, per bag	....	4 60
Do., 40s, per bag	....	2 45
Do., 20s, per bag	....	1 25
Do., 10-8s, per bale	....	5 50
Do., 15-6s, per bale	....	6 25
Oatmeal, 98s, gran. or stand, bag	....	6 35
Wheat Granules, 98s, per bag.	....	7 70
Do., 16-6s, per bale	....	8 60
Peas, whole, green, 100-lb. bag, bush.	....	6 00
Do., split, yellow, 98s, per bag	....	9 00
Do., split, yellow, 49s, per bag	....	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	....	6 30
Do., Lima, 100-lb. bag, per lb.	....	0 15¾
Barley Pot 98s, per bag	....	6 60
Do., pearl, 98s, per bag	....	8 60
Cornmeal, 98s, per bag	....	5 60
Do., 24s, per bag	....	1 45
Do., 10-10s, per bale	....	6 75

Buckwheat grits, whole, 98-lb. bags, per bag	....	11 00

Sockeye Salmon Firm

Winnipeg.

CANNED GOODS.—The situation in the canned fruit, vegetable, and fish lines remains unchanged. The market still holds firm with sock-eyed salmon, while in other grades a weakness is being shown and lower prices are being named by some packers. New canned fruit and vegetables are arriving daily.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	3 35
Do., ½s, 4 doz. case, doz.	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 50
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case	....	21 75
Do., ½s, flat, 8 doz. in case	....	23 50
Red-Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case	....	17 75
Cohoe, 1s, tall, 4 doz. case	....	14 50
Do., ½s, flat, 8 doz. case	....	16 50
Pink, 1s, tall, 4 doz. case	....	10 40
Do., ½s, flat, 8 doz. case	....	12 25
Humpback, 1s, tall, 4 doz. case	....	8 60

CANNED FRUIT (Canadian)

	Per case	
Apples, 6 tins in case, per case	3 40	3 85
Blueberries, 2s, 2 doz. case	....	7 00
Cherries, 1s, 4 doz. case	....	11 00
Gooseberries, 2s, 2 doz. case	....	9 50
Lawtonberries, 2s, 2 doz. case	....	9 50
Peaches, 2s, 2 doz. case	....	8 50
Pears, 2s, 2 doz. case	6 50	8 30
Plums, Green Gage, 2s, 2 doz. case	....	6 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 75
Raspberries, 2s, 2 doz. case	9 50	9 60
Strawberries, 2s, 2 doz. case	....	10 50

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case	....	13 00
Peaches, 2½s, 2 doz. case	....	13 20
Peaches, sliced, 1s, 4 doz. case	....	14 00
Do., halved, 1s, 4 doz. case	....	13 85
Do., 2s, 2 doz. case	....	3 50
Pears, 1s, 4 doz. case	....	16 00
Pineapple, sliced, 2s, 2 doz. case	....	....

CANNED VEGETABLES

	Per case	
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	2 75
Beans, Golden Wax, 2s, 2 doz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 50
Corn, 2s, 2 doz. case	....	4 20
Peas, Standard, 2s, 2 doz. case	....	4 10
Peas, Early June, 2s, 2 doz. case	....	4 70
Sweet Potatoes, 2½s, 2 doz. case	....	6 40
Pumpkin, 2½s, 2 doz. case	....	3 00
Sauer Kraut, 2½s, 2 doz. case	....	4 90
Spaghetti, 2½s, 2 doz. case	....	5 40
Tomatoes, 2½s, 2 doz. case	4 20	4 50
Spinach, 2½s, 2 doz case	....	5 70

Tea Market Steady

Winnipeg.

TEAS.—There is practically no change in the tea situation, high grades of India and Ceylon remain steady, and the low grades remain the same as reported last week, the quality being considered very poor.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 48	0 50
Do., second quality	0 44	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 45	0 47
Broken Pekoe, first quality	0 52	0 60
Braken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 60
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Coffee Firming Up

Winnipeg.

COFFEE.—The primary coffee market has shown considerable strength during the past week, due to the heavy demand from European countries. Buying is reported very lively at present. Local quotations remain unchanged.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 42	0 44
COCOA—		
In 1-lbs., per doz.	....	6 25
In ½-lbs., per doz.	....	3 25
In ¼-lbs., per doz.	....	1 70
In small size, per doz.	....	1 25

Olives Quoted Higher

Winnipeg.

SPICES.—Owing to the great heat, the olive crop has changed considerably. At first it was expected to be an average crop, but now it is found to be a very short one. Manzanillas are quoted 20 per cent. higher, and Queens 40 per cent. higher than prices quoted last year. All lines of spices show considerable strength, due to the short spot stocks held in the United States. Cloves and cream of tartar, as well as peppers, show considerable strength.

WHOLE SPICE

Allspice, Jamaica, best quality, lb.	....	0 23
Cassia, Batavia, per lb.	....	0 35
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 85
Ginger, washed, Jamaica, No. 1	....	0 55
Do., Jamaica No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz.	....	0 80
Pepper, black, Singapore ex., lb.	....	0 36
Do., white, do., per lb.	....	0 50
Pickling, ¼-lb. pkg., per doz.	....	1 00
Do., bulk, No. 1, per lb.	....	0 28
Do., No. 2, per lb.	....	0 25

GROUND SPICE.

Allspice, bulk, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.	....	0 35
Do., No. 2, bulk, per lb.	....	0 30
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 90
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75
Cayenne, No. 1, bulk, per lb.	....	0 40
Do., No. 1, 2 oz. cartons	....	1 10
Do., No. 1, 4 oz. cartons	....	1 65
Ginger, No. 1, bulk, per lb.	....	0 58
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 95
Do., No. 2, bulk, per lb.	....	0 40
Mace, No. 1, bulk, per lb.	....	0 85
Do., No. 1, 2oz. cartons	....	1 65
Do., No. 1, 4 oz. cartons	....	2 70
Nutmeg, No. 1, bulk, per lb.	....	0 50
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 85
Pastry spice, No. 1, bulk, per lb.	....	0 40
Do., No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 80
Pickling spice, No. 1, bulk, per lb.	....	0 38
White Pepper, No. 1, bulk, per lb.	....	0 49
Do., No. 2, Singapore, per lb.	....	0 47
Black pepper, No. 1, bulk, per lb.	....	0 35
White pepper, No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 95
Black pepper, No. 1, 2 oz. cartons	....	0 95
Do., No. 1, 4 oz. cartons	....	1 60

Rice Market Firm

Winnipeg.

RICE.—There has been no change in the rice, tapioca, and sago markets. The primary markets for these lines are reported firmer, due largely to the decline in sterling exchange. Rice is being offered by local jobbers at lower prices than the new quotations.

Prune Market Easier

Winnipeg.

DRIED FRUITS.—The prune market is reported decidedly weak. Independent offerings of prunes have been made at a marked reduction below the association prices. Even with these lower prices the trade is not showing very much interest as their idea is that the price of prunes must be lower before they will be tempted to buy. Evaporated apples are also reported easier.

DRIED FRUIT

Evaporated Apples, per lb.	....	0 19
Currants, 90-lb., per lb.	....	0 22
Do., 8 oz., pkgs., 6doz. case, lb.	....	0 16½
Dates, Hallowee, bulk, lb.	....	0 23
Do., Tunis, bulk, lb.	....	0 26
Do., Package, 3 doz. case, lb.	....	0 17
Figs, Spanish, per lb.	....	0 16½
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	0 80
Loganberries, 4 doz. case, pkt.	....	0 35
Peaches, standard, per lb.	0 29	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	....	1 56
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 75
Prunes—		
30-40s, 25s, per lb.	....	0 32
40-50s, 25s, per lb.	....	0 27
50-60s, 25s, per lb.	....	0 21
60-70s, 25s, per lb.	....	0 18¼
70-80s, 25s, per lb.	....	0 17
80-90s, 25s, per lb.	....	0 17
90-100s, 25s, per lb.	....	0 16¼
In 5-lb. cartons, per carton	....	1 30
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	....	0 24
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 19
Cal., bulk, seeded, 25-lb. boxes	....	0 25½
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	....	0 21
Do., bulk., seedless, 25-lb. boxes, per lb.	....	0 28
Apricots, choice, 25s, lb.	....	0 45
Do., 10s, lb.	....	0 47
Do., Standard, 45s, lb.	....	0 40
Do., choice, 10s, lb.	....	0 42
Do., fancy, 45s, lb.	....	0 50
Do., do., 10s, lb.	....	0 52

Shelled Pecans Scarce

Winnipeg.

NUTS.—The shelled almond situation is much firmer, and this is accounted for by the fact that Germany is now becoming a buyer on the market. The shelled walnut market has been very erratic, this being due entirely to the exchange situation, and it is necessarily very hard to get reliable prices on these lines. Brazil nuts still remain firm and scarce. There has been very little change in the shelled peanut market although it is reported that there have been very heavy importations from Japan and China to the United States, which, no doubt, will affect the Canadian market. It is now an assured fact that the 1920 crop of pecans will be a total failure, and prices on pecans will advance materially in the near future, while the new crop will be very high.

Jam Prices Steady

Winnipeg.

JAMS.—Retailers are buying very sparingly of the new pack jams until

(Continued on next page)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Sept. 30.—Wholesale grocers here report business as picking up, while flour and feed merchants state business exceptionally bright. Another fall in sugar makes the price of standard granulated $19.60, a drop of $1.50. Fresh eggs are selling at 65 cents, a decrease of 5 cents per dozen. Cheese and butter also show slight decreases. Gravenstein apples, the biggest sellers now on the fruit market, are quoted: No. 1, $7; No. 2, $6.50, a decrease of $1 per barrel. Lemons are down $2.50 a case, now quoted $4. Grapefruit has advanced, now $4 half case.

Flour, No. 1 patents, bbl.	....	16 50
Cornmeal, bags	....	5 00
Rolled oats, per bag	....	6 25
Rice, Siam, per 100 lbs.	....	15 50
Tapioca, 100 lbs.	....	17 00
Molasses (extra fancy Barbadoes)	....	1 55
Sugar, standard, granulated	....	19 60
Do., No. 1, yellow	....	18 50
Cheese, Ont., twins	....	0 29
Eggs, fresh, doz.	....	0 70
Lard, compound	....	0 24¼
Lard, pure, lb.	....	0 30
American clear pork, per bbl.	....	48 50
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 52
Hams, aver. 9-12 lbs.	....	0 43
Do., aver. 12-18 lbs.	....	0 43
Do., aver. 18-25 lbs.	....	0 41
Roll bacon	....	0 35
Butter, creamery, per lb.	....	0 65
Do., creamery solids	0 61	0 62
Do., dairy, per lb.	0 55	0 56
Do., tubs	0 52	0 53
Raspberies, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	4 50
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 05
Apples, gal., N.S., doz.	....	5 25
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases	....	...
Do., Pinks	....	10 50
Do., Cohoes	....	15 00
Do., Chums	....	8 00
Evaporated Apples, per lb.	....	0 21
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, per bbl.	....	4 50
Beans, white	....	5 50
Do., yellow eye	....	7 50
Bananas, lb.	....	0 11½
Lemons, Cal.	....	5 00
Grapefruit, Cal., half case	....	4 00
Apples—		
Gravenstein No. 1	....	7 00
Do., No. 2	....	6 50
Do., Dom.	....	6 00
Do., No. 3	....	4 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Sept. 30.—The market for foodstuffs is considerably weaker and a gradual decline is anticipated. Flour has declined to $15.75. Rolled oats are down 50 cents, now quoted $12.25. Rice is reduced to $13. Granulated sugar is reduced to $19.60, and yellow $19.10. Lard is firmer, now quoted at 30 to 30½ cents. Eggs and butter are holding firm and unchanged. The potato market has a weak tone and quotations are down 50 cents, making the price $4.

Flour, No. 1 patents, bbls., Man.	....	15 75
Cornmeal, gran., bags	....	6 75
Cornmeal, ordinary	....	4 50
Rolled oats	....	12 25
Rice, Siam, per 100 lbs.	13 00	13 50
Tapioca, 100 lbs.	16 00	17 00
Molasses	1 40	1 50
Sugar—		
Standard, granulated	....	19 60
No. 1, yellow	....	19 10
Cheese, N.B.	0 30	0 31
Eggs, fresh, doz.	0 72	0 75
Do., case	0 68	0 69
Lard, pure, lb.	0 30	0 30½
Do., compound	0 24¼	0 24½
American clear pork	49 00	50 00
Tomatoes, 2½s, standard, case.	....	4 35
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 43	0 46
Butter, creamery, per lb.	0 65	0 70
Do., dairy, per lb.	0 62	0 65
Do., tub	0 58	0 60
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	....	3 95
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	22 50
Do., Pinks	....	....
Do., Cohoes	15 00	15 50
Do., Chums	....	7 50
Evaporated Apples, per lb.	0 21	0 21½
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per barrle.	....	4 00
Lemons, Cal., case	6 50	7 00
Grapefruit, Cal., case	....	8 00
Bananas, per lb.	0 12	0 13
Oranges, case	9 00	12 00
Plums, Ont.	0 90	1 00
Peaches, Ont.	1 50	1 75
Pears	1 50	1 75

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Sept. 30.—Patent flour has declined, now quoted $13.30 to $13.50 per barrel. Good samples of B.C. white beans are selling at $7.75 to $8 per hundred. No. 1 Japan rice has been reduced 50 cents per hundred. Siam rice is also down one cent per pound. New shipment of Manchurian shelled walnuts arrived, quoted at halves, 54 to 59 cents per pound, and broken 41 to 44 cents. Prunes have declined one cent, 90 100s now 16 cents, and 70 80s, 17½ cents per pound. Canned sweet potatoes are 35 cents per case higher. Local potatoes advanced to $40 per ton.

Flour, first patents, bbl.	....	13 50
Do., second patents, bbl.	....	13 30
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	4 60
Rice, Siam	12 25	14 00
Japan, No. 1	13 50	14 50
Tapioca, lb.	0 09	0 11½
Sago, lb.	0 09	0 11
Sugar, pure cane, granulated, cwt.	....	21 47
Cheese No. 1, Ont., large	0 32½	0 34
Alberta cheese, twins	....	0 29
Do., large	....	0 31
Butter, creamery, lb.	....	0 63
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s	....	18 60
Eggs, new laid, local case	19 00	20 00
Do., storage, case	18 50	19 00
Tomatoes, 21½s, standard, case		4 75
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	4 25	4 50
Peas, 2s, standard, case	4 50	4 75
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case	9 75	10 40
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 19	0 21
Do., 25s, lb.	0 23½	0 24½
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	....	8 50
Prunes, 90-100s	....	0 16
Do., 70-80s	....	0 17½
Potatoes, local, ton	....	40 00

WINNIPEG MARKETS

(Continued from page 45)

the public become more familiar with the high prices. Jobbers report that they are practically cleaned up on the 1919 pack.

Cranberries Arrive

Winnipeg.

FRUITS.—A shipment of Cape Cod cranberries is now on the market and selling at $16 per barrel. B. C. wealthy apples are on the market and quoted at $3.50 to $4.25 a box. B. C. Hyslop crab apples offered to the trade at $2.85 and $3 per case. California Tokay grapes are in good demand and are quoted at $6 a case. Several shipments of Ontario fruit, including peaches, damson plums and pears have arrived, the plums and pears are arriving in splendid condition, and the demand has been extremely active.

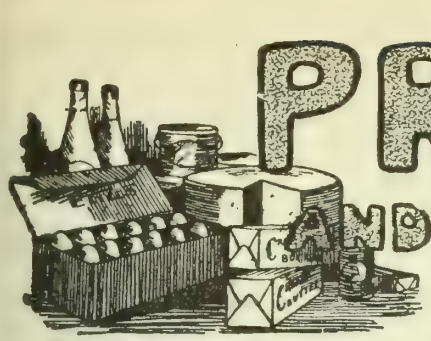
Sweet Potatoes Arrive

Winnipeg.

VEGETABLES.—Virginia sweet potatoes have arrived on the market and are being quoted at $10. The last cauliflowers to appear this year are exceptionally good and are being offered at $2 50 to $2.75 per dozen. Potatoes advanced 25 cents a bushel this week and are now quoted at $1.75. Spanish Valencia onions are selling $7.60 per large case.

VEGETABLES

Carrots, new, per lb.	...	0 03
Beets, new, per lb.	....	0 02
Turnips, new, per lb.	....	0 02
Leaf Lettuce, per doz.	....	0 50
Radish, per doz.	....	0 50
Green Onions, per doz.	....	0 35
Cucumbers (hothouse), per doz.	....	2 50
Cabbage (new), per lb.	....	0 02
New Potatoes, per bushel	....	1 75
Onions (Cal. Bermuda sack), per sack	3 50	4 00
Cauliflower, per doz.	....	1 90
Celery (B.C.), per doz.	0 11	0 12
Rhubarb, per lb.	....	0 04
Tomatoes, per basket	....	1 40
Head Lettuce, per doz.	....	1 75



PRODUCE AND PROVISIONS



A Butcher Business With a Grocery a Good Combination

C. B. McGuire, Stirling, Ont., Finds That the Two Departments Work Well Together, and One Often Brings Trade to the Other—Attracted by Window Display.

"A butcher business with a grocery, certainly is a fine combination," remarked C. B. McGuire, of Stirling, Ont., to Canadian Grocer on the occasion of a visit of a representative recently. "It is a very workable plan," he continued, and proceeded to tell how one department helps to stimulate sales in the other.

Mr. McGuire's butcher business is alongside his grocery, the entrances being separate, and to all intents and purposes one would think they were two distinct businesses. The butcher department is one of only two meat markets in town, and Mr. McGuire declares that he gets the bulk of the trade.

"I think possibly my butcher business helps my grocery trade to a greater extent than does selling groceries stimulate meat sales," Mr. McGuire intimated. "I have more customers for meats than for groceries, but in many cases people buy both from me, and often, when intending to buy some meat, they are persuaded to purchase some special grocery lines or plan an order for a list of groceries. Persons coming in to the meat store are sometimes attracted by a display of groceries in the window adjoining, and in many instances are purchasers of some lines that they had not before thought of. This is one way where my windows can be of distinct value to me, and I endeavor to use them to the best possible advantage."

Mr. McGuire has two windows in his grocery store and one in the meat market adjoining. He is situated on the main street, convenient for both town and country people. His grocery trade comprises a goodly portion of farmers, but he is finding the country people are using fresh meats more freely now than generally has heretofore been the case. While meat sales to farmers are not on the same scale as to townspeople a very fair business is done.

For the convenience of customers Mr. McGuire also sells smoked and cooked meats in his grocery. He has meat slicers in both stores, and he states that he long since has been convinced of the advantages of meat slicers. Getting a uniform thickness in both smoked and cooked meats makes them more saleable, and economically more profitable.

Conducting a butcher and grocery business together, certain expenses in connection therewith are minimized. The same help sometimes can be used for both. When business is pressing in the grocery department, help from the meat store can be diverted and vice versa. In many ways Mr. McGuire believes the combination a very satisfactory one.

Canadian Apples in Demand for Export

English and Scandinavian Markets Are Open for Canadian Apples on Account of Crop Failures in Those Countries

THE English apple crop last year was one of the largest in many years, and the marketing period extended well into the first of the year. This year it is quite the reverse, the crop being a poor one, and it is estimated that the crop will be entirely consumed by the middle of November. The crop in Holland, which was one of the chief sources of supply for the Scandinavian countries, is also a failure this year. As a rule there is only a light demand for Canadian and American apples in Denmark, before the middle of December, on account of the home and Dutch supplies, but this year on account of the crop failure in Holland, it is possible that apples from North America will find an earlier market there than usual. The same condition applies more or less to Norway and Sweden. Throughout Norway the red varieties command the best prices, Baldwins, Kings and Ben Davis packed in barrels being the special favorites. Sweden and Denmark both prefer the red varieties also, though there is some difference in the variety most favored.

With the British and Scandinavian market open to buy Canadian apples, the outlook for export business, looks very promising.

The Department of Agriculture in a recent report on the apple crop of Canada says: "The commercial crop in Canada this year, having due regard to the increase in Ontario, now indicates a decrease of aproximately one-quarter of a million barrels, but the quality is decidedly better, and as the supply of barrels and other packages used for shipping apples has decidedly improved, and should this improvement continue, it is expected that the quantity packed will not be very far short of last year."

PROTEST RATES ON CHEESE

Ottawa, Sept.—A delegation of dairymen from Leeds county, Ont., interviewed the Prime Minister in regard to the new railway rates on cheese. They protested against the recent increases granted by the Board of Railway Commissioners. They represented that, as they exported cheese to Great Britain at a price fixed by the British Food Controller, they were unable to pass their increased charge on to the consumer.

THREE PALATABLE FISH DISCOVERED BY SCIENTISTS

Ottawa, Sept.—At this morning's session of the convention of the American Fishery Society, William C. Kendall, of the United States Bureau of Fisheries, condemned the present hatchery methods in use in both Canada and the United States.

Prof. E. E. Prince paid tribute to the assistance rendered the fish industry by scientists of McGill, Queen's, Toronto and Dalhousie universities. He told of the recent discovery of three palatable fish which had been named angler, lump, plaice and mutton fish.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Oct. 1.—The feature of the produce market this week is the very firm tone all around. Prices on meats diverge. The higher quotations are advanced and the lower prices are a little easier. This applies to fresh meats, cooked meats and bacon. Smoked hams are a little cheaper. The butter market is improved this week and cheese sales are a little better with a good outlook for export. The egg market continues very strong with not a much improved supply. The lard market is very firm at the advance of last week.

Strong Fresh Meat Market

Montreal.

FRESH MEATS. — There is little change in the meat situation this week. Cattle show a little improvement in the numbers offered at local packers. Western hog prices are a little higher than they were a week ago. The price list for fresh meat shows a further expansion in that the range of prices is greater than it has been. The better cuts show higher prices and the poorer cuts are slightly lower. Prices on beef show more strength and in some cases higher prices. On the other hand, some cuts which are in smaller demand are reduced in price.

FRESH MEATS

Hogs, live (selects)	0 19½	0 20
Hogs dressed—		
Abattoir killed, 65-90 lbs.	0 30	0 31
Fresh Pork—		
Legs of pork (foot on)	0 36	0 37½
Loins (trimmed)	....	0 42
Bone trimmings	....	0 33
Trimmed shoulders	0 31	0 34
Untrimmed	....	0 29
Pork sausage (pure)	....	0 25
Farmer Sausage	....	0 20
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18

Fresh Beef— (Cows)			(Steers)
$0 22	$0 30	..Hind quarters..	$0 30 $0 35
0 10	0 15	..Front quarters..	0 14 0 19
0 30	0 42	..... Loins	0 36 0 46
0 18	0 30	..... Ribs	0 20 0 35
0 10	0 14	.... Chucks	0 12 0 18
0 30	0 34	..... Hips	0 32 0 36
Calves (as to grade)			0 18 0 30

Cooked Meats in Demand

Montreal.

COOKED MEATS. — The market for cooked meats continues very good, with a big demand. There are some changes in the price list, and in some cases prices are higher, and in other cases prices lower. Cooked hams are a little easier than they have been, showing a range of prices from 61 cents to 66 cents a pound. Cooked veal is slightly higher, being offered at 35 cents a pound. The demand for cooked meats has been very good all summer.

Jellied pork tongues	....	0 47
Jellied pressed beef, lb.	....	0 36
Ham and tongue, lb.	....	0 42
Veal	....	0 35
Hams, cooked	0 61	0 66
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Some Barrel Meats Reduced

Montreal.

BARREL MEATS. — The situation as shown in fresh meats is reflected in the barrel meat market. Although the demand is not large for home consumption there has been an expansion of these prices also. Some cuts are cheaper, such as fat backs, which are being offered at $49 per barrel. Plate beef is also offered at a reduction of $3, which makes the price $25 per barrel. On the other hand, Canadian short cut pork is $4 per barrel higher.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	....	58 00
Clear fat backs (bbl.), 40-50 pieces	....	49 00
Heavy mess pork (bbl.)	....	39 00
Plate Beef	....	25 00
Mess Beef	....	23 00

Smoked Hams Easier

Montreal.

BACON. — The best breakfast bacon is offered at one cent a pound higher than prices quoted last week. Smoked breakfast bacon is also higher. Other quotations are slightly easier than they have been. There is a slight reduction in all smoked hams this week.

BACON—		
Breakfast, best	0 38	0 47
Smoked Breakfast	0 30	0 47
Cottage Rolls	....	0 38
Picnic Hams	....	0 31
Wiltshire	0 36	0 44
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 39½
Do., 14-20	....	0 39½
Do., 20-25	....	0 34½
Do., 25-35	....	0 29½
Over 35 lbs.	....	0 29

Egg Prices Strong

Montreal.

EGGS. — The egg market is practically unchanged this week. The Government reports show a slight increase in receipts, but it still remains below the figures for the same week last year. The storage supplies are also smaller than they were last year, and this would indicate that prices will be just as high as were asked last year. The export from Montreal has fallen off considerably on account of the weakening sterling exchange. At the same time present supplies of eggs reaching the market do not appear to be sufficient to meet the demand, which is large, and storage supplies will have to be called on. Prices remain unchanged. Strictly fresh are quoted at 75 to 76 cents. Selects, at 68. No. 1, at 60.

More Active Butter Market

Montreal.

BUTTER. — There is a stronger and more active butter market this week. The big demand and higher prices in the United States and the improved demand among buyers and exporters has had a very noticeable effect on the market. The local prices are unchanged, but the market is very strong. The demand seems to be centred on the finest creamery butter, and there is little change with regard to the dairy butter. The receipts of butter for last week show an increase on figures for the previous week.

BUTTER—		
Creamery prints, qual., new	....	0 61
Do., solids, quality, new	....	0 60
Dairy, in tubs, choice	....	0 52
Dairy, prints	....	0 53

Improved Cheese Market

Montreal.

CHEESE. — Despite the adverse sterling exchange situation there is a more active market for Canadian cheese. Higher prices are being offered in Europe, which stimulates the market here. Western Canada offers a better market also for Eastern cheese. Prices are unchanged but the more encouraging outlook to the market makes the price basis much firmer than it has been.

New, large, per lb.	....	0 28
Twins, per lb.	....	0 28
Triplets, per lb.	....	0 28
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	0 34	0 35
Quebec	0 28	0 29

Lard Holds Strong

Montreal.

LARD. — The lard market is holding firm at the advanced prices of last week. The demand is at present requiring all the output, and in some cases there tends to be a shortage. The market is strong at the present prices.

LARD—		
Tierces, 360 lbs.	0 27	0 27¼
Tubs, 60 lbs.	0 27½	0 27¾
Pails, 20 lbs.	....	0 28
Bricks	0 29½	0 30

No Change in Shortening

Montreal.

SHORTENING. — The shortening market holds firm at present prices, reflecting the condition of the lard market. There is no change in prices.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 25¼
Tubs, 50 lbs., per lb.	....	0 25½
Pails, 20 lbs., per lb.	....	0 26
Bricks, 1 lb., per lb.	....	0 27

Margarine Market Quiet

Montreal.

MARGARINE. — The margarine market is quiet and unchanged. The demand is limited and sales are not active.

MARGARINE—		
Prints, according to quality, lb.	0 35	0 40
Tubs, according to quality, lb.	0 31	0 34

ONTARIO MARKETS

TORONTO, Oct. 1.—There have been fairly heavy runs of cattle at the stock yards during the week but the quality has not been up to the standard. Hogs are holding firm with an advance of twenty-five cents. Pork cuts are also higher. Beef cuts are down one cent on all lines. Smoked meats are holding steady with a scarcity noted for backs in some quarters. Mess pork and short cut backs in barrels are quoted higher. Heavy weight pickled rolls in barrels are reduced slightly. Eggs, butter and cheese are steady and prices are well maintained. Lard is quoted three cents per pound higher. The shortening market is fairly firm with one pound prints marked up one cent per pound. Oysters are now on the market and quotations show a slight increase over last year. Poultry supplies are arriving freely and there is a fairly active demand; light weight fowl is quoted a shade easier.

Pork Cuts Marked Higher

Toronto.

FRESH MEATS. — The hog market is fairly firm with an advance of 25 cents over last week. Live hogs are quoted on the fed and watered basis, $21.25 per hundred. Fresh pork cuts are up one to three cents per pound. Loins of pork are selling at 46 cents per pound, tenderloins, 64 cents, and fresh hams at 40 cents. There has been a heavy run of cattle at the Stock Yards, but butchers are complaining that the quality has been very poor. The wave of hot weather has had the effect of causing sales of fresh beef to fall off somewhat, with the result that fresh beef cuts are marked one cent lower all round. Calves and spring lamb are steady at unchanged quotations.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live, off cars, per cwt.	....	21 50
Live, fed and watered, per cwt.	....	21 25
Live, f.o.b., per cwt.	....	20 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 39
Loins of pork, lb.	....	0 46
Fresh hams, lb.	....	0 41
Tenderloins, lb.	....	0 64
Spare ribs, lb.	....	0 20
Picnics, lb.	....	0 27
New York shoulders, lb.	....	0 34
Boston butts, lb.	....	0 39
Montreal shoulders, lb.	....	0 34
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb	0 24	0 26
Front quarters, lb.	0 14	0 16
Ribs, lb.	0 27	0 33
Chucks, lb.	0 13	0 15
Loins, whole, lb.	0 29	0 35
Hips, lb.	0 21	0 24
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 26	0 30
Spring lamb, lb.	0 24	0 26
Yearling, lamb, lb.	0 19	0 23
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

Back Bacon Scarce

Toronto.

PROVISIONS. — Smoked hams, bacon and dry salt meats are holding steady at unchanged quotations. A scarcity of back bacon is reported in some quarters.

BARREL PORK.—Mess pork advanced $2 per barrel, bringing the price up to $39. Short cut backs are also up $1, now quoted at $56.50 per barrel. Lightweight pickled roll, are unchanged, but heavyweight are down $1, reducing the same to $60 per barrel.

Hams—		
Small, 6 to 12 lbs.	0 48½	0 50
Medium, 12 to 20 lbs.	0 47½	0 48½
Large, 20 to 35 lbs., each lb.	....	0 43½
Heavy, 25 to 35 lbs.	....	0 38½
Heavy, 35 lbs. and upwards	....	0 35½
Backs—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Rolled	....	0 67
Bacon—		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim	....	0 60
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	....	0 42
Wiltshire, three-quarter cut	....	0 46
Wiltshire, middle	....	0 48
Dry Salt Meats—		
Long clear bacon, av., 50-70 lbs.	....	0 29
Do., av. 80-90 lbs.	....	0 28
Clear bellies, 15-30 lbs.	....	0 31½
Fat backs, 10 to 12 lbs.	0 25	0 27
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	39 00
Short cut backs, bbl., 200 lbs.	....	56 50
Pickled rolls, bbl. 200 lbs.:—		
Lightweight	....	66 00
Heavy	....	60 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Hold Steady

Toronto.

COOKED MEATS. — There has been no noticeable falling off in the sale of cooked meats. Business on this line is fairly active and prices are holding steady and unchanged.

Boiled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	....	0 54
Head cheese, 6s, lb.	....	0 17
Choice jellied ox tongue, lb.	....	0 66
Jellied calves tongue	....	0 52
Ham bologna, lb.	....	0 20
Large bologna, lb.	0 17	0 18
Spice beef, lb.	....	0 32

Above prices subject to daily fluctuations of the market.

Egg Market Unchanged

Toronto.

EGGS. — The egg market is unchanged, with fair receipts reported. Export shipments are not heavy at present, and quotations are holding steady. Fresh selects are quoted 67 cents, No. 1 candled at 61 cents per dozen. Extra selects in cartons are 72 cents.

EGGS—		
Fresh, selects	....	0 67
Fresh	....	0 65
No. 1 candled	....	0 61
Fresh selects in cartons	....	0 72

Prices shown are subject to daily fluctuations of the market.

Butter Prices Maintained

Toronto.

BUTTER. — There is nothing of interest to report in the butter market this week. Supplies are offered quite freely and quotations are steady at 63 cents for the best quality creamery, and 60 cents for the poorer grade. Dairy butter being offered is mostly of an inferior grade and quotations range from 53 to 58 cents.

BUTTER—		
Creamery, prints	0 60	0 63
Dairy prints, fresh, lb.	0 53	0 58

Cheese Market Steady

Toronto.

CHEESE. — The cheese market is holding steady with quotations to the retail trade unchanged at 29½ cents for large, and one cent higher for twins.

CHEESE—		
Large, per pound	....	0 29½
Stilton	0 35	0 36
Twins, 1c higher than large cheese.		Triplets 1½c higher than large cheese.

Lard Up Three Cents

Toronto.

LARD. — The lard market is firm with quotations three cents higher, which brings the price up to 30 cents per pound tierce basis, and one pound prints 32 cents. There is a greater demand noted this past week especially for domestic uses, and produce men expect that the market will remain firm.

LARD—		
1-lb. prints	....	0 32
Tierces, 400 lbs.	....	0 30

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c higher than tierces.

Shortening Prints Up One Cent

Toronto.

SHORTENING. — The shortening market is fairly firm with one pound prints marked up one cent, bringing the price up to 26 cents. Tierce basis, however, is unchanged at 21½ cents per pound.

SHORTENING—		
1-lb. prints	....	0 26
Tierces, 400 lbs.	....	0 21½

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Oysters on the Market

Toronto.

FISH. — The first shipment of oysters are on the market and quotations are slightly higher than last year. No. 1 tins are quoted at $4.20, No. 3 tins, $12.30, and jars, $6.50 per dozen. The fish market is quite firm and quotations are likely to be higher. The increased cost of nets and freight rates is given as the reason. Smoked fish is in good demand and prices are holding firm.

FRESH SEA FISH.

Cod Steak, lb.	....	0 12
Do., market, lb.	....	0 09
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	0 10	0 11
Flounders, lb.	0 09	0 10

Fresh Trout, lb.	0 19	0 20
Fresh Salmon, Red Spring		0 30
Oysters—		
No. 1 tins		4 20
No. 3 tins		12 30
Glass jars, doz.		6 50
FROZEN FISH		
Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 11½
Flounders	0 10	0 11
Pike, round		0 08
Do., headless and dressed		0 09
Salmon, Cohoe		0 23
Do., Red Spring		0 28
SMOKED FISH		
Haddies, lb.		0 13
Fillets, lb.		0 18
Kippers, box	2 25	2 75
Bloaters		3 00
Salt Cod, Quail-on-Toast, lb.		0 16

Light Weight Fowl Easier

Toronto.

POULTRY. — Supplies of poultry are arriving freely and the demand is fairly active. Lightweight fowl is down three cents per pound. Other quotations are unchanged.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	$0 35	$0 40
Roosters	0 25	0 25
Fowl, over 5 lbs.	0 33	0 33
Fowl, 4 to 5 lbs.	0 28	0 28
Fowl, under 4 lbs.	0 25	0 25
Ducklings	0 25	0 35
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 30	0 36

Prices quoted to retail trade—

	Dressed	
Heans, heavy	0 32	0 38
Do., light	0 30	0 35
Chickens, spring		0 45
Ducklings		0 40

Egg Receipts Light

Winnipeg.

EGGS.—Egg receipts have dropped off and although there is just a fair supply of eggs arriving the quality is very poor. Fresh farm eggs are quoted at 65 cents a dozen. Fresh candled are being offered at 60 cents.

Cheese Unchanged

Winnipeg.

CHEESE.—There has been practically no change in the cheese market and prices remain as quoted.

Ontario, large, per lb.	0 33
Do., twins, per lb.	0 33½
Manitoba large, per lb.	0 30
Do., twins, per lb.	0 31

Whitefish in Demand

Winnipeg.

FISH.—Good quantities of whitefish cleaned and scaled are in demand. Lake trout is arriving from Port Arthur, and the demand is good. Bulk oysters are arriving and are being offered to the trade at $5 per gallon. Oysters in the shell are expected to arrive in a week or two.

FRESH FISH

Fresh Whitefish, per lb.	0 16
Fresh Halibut, per lb.	0 22
Fresh Salmon, per lb.	0 34
Fresh Pickerel, per lb.	0 15
Fresh Trout, per lb.	0 22

WINNIPEG MARKETS

WINNIPEG, Oct. 1.—The hog market has shown considerable strength and selected hogs are being quoted at $22.50 per cwt. Fresh beef is in good demand. Ham and bacon remain steady. There is a falling off in the cooked meat line, due no doubt to the cooler weather. Creamery butter remains firm with upward tendencies. Fair supplies of eggs are arriving but the quality is far from being good. Lard advanced one cent a pound this week and is now quoted at 30 cents a pound. The demand for fish is exceptionally good. Large quantities of whitefish and lake trout are arriving daily.

Hog Market Advancing

Winnipeg.

FRESH MEAT.—The hog market is showing considerable strength and selected hogs are now being quoted $22.50 per cwt. Fresh beef is in good demand. Owing to the high price of pork the demand is only fair, as compared with the demand for beef.

HOGS—		
Selected, live, cwt.		22 50
Heavy, cwt.		19 50
Light, cwt.		19 00
Sows, cwt.		17 50
Fresh Pork—		
Legs of pork, up to 20 lbs., lb.		0 39½
Spare ribs, lb.	0 18½	0 20½
Loints of pork, lb.		0 45
Fresh hams, lb.	0 39	0 40½
Tenderloin, lb.		0 57½
Picnics, lb.		0 28
Shoulders, lb.		0 33
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 17	0 30
Front quarters, lb.	0 10	0 13
Whole carcass, good grade, lb.	0 13	0 21
Mutton—		
Choice ewes, lb.		0 17
Lambs—		
Choice, 30-45 lbs., lb.		0 25

Ham and Bacon Steady

Winnipeg.

PROVISIONS.—Ham and bacon remain steady and the demand is reported fairly good. Best quality back bacon is being quoted at 64 cents a pound.

HAMS—	
8 to 16 lbs., per lb.	0 51
16 to 20 lbs., per lb.	0 46½
Boneless, 8 to 15 lbs., per lb.	0 52½
Skinned, 14 to 18 lbs., per lb.	0 49
Do., 18 to 22 lbs., per lb.	0 48
BACON—	
Backs, 5 to 12 lbs., smoked	0 64
Do., 12 to 16 lbs., smoked	0 62
Do., 10 to 14 lbs., skinned and peamealed	0 59½
Do., 4 to 10 lbs., sliced	0 61½
Cottage rolls, boneless	0 41½

Cooked Meats Steady

Winnipeg.

COOKED MEATS.—The demand for cooked meats has fallen off, due, no doubt, to customers buying more fresh beef and mutton on account of the colder weather.

Ham, best quality, skinned, lb.	0 69½	0 70
Do., roast, lb.	0 67½	0 69
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins		0 21
Do., in 6-lb. tins, lb.		0 19
Jellied Beef Tongue, lb.		0 68
Jellied Pork Tongue, lb.		0 61½
Baked Luncheon Loaf, lb.		0 24

Creamery Butter Firm

Winnipeg.

BUTTER.—Creamery butter is reported very steady with every indication for higher price. Poor supplies of dairy butter are reported. Price remains steady.

Creamery, best table grade		0 64
Dairy Butter, best table grade.		0 57
Margarine	0 37	0 39

Lard Advances

Winnipeg.

LARD.—Lard advanced one cent a pound this week and is now being sold at 30 cents a pound in tierces of 400 pounds. Shortening remains unchanged.

Pure lard, No. 1 quality, per lb. (in tierces of 400 pounds.)		0 30
Do., wooden pails, 20 lb. pails		6 60
Shortening, wooden pails, 20-lb. pails, per pail		5 10
Shortening, tierces of 400 lbs., per lb.		0 23

Returns Full Railroad Fare

During the last Dollar Day sale by the merchants of London, Ont., grocers and other merchants agreed to return full railroad fare to all purchasers of goods to the amount of $15.00 or over that lived within a radius of fifty miles of London.

This scheme of paying railway fares to customers in nearby towns and cities is a good one and should be a feature in all grocery stores at least once a week.

Every Tenth Customer Gets Theatre Tickets Free

"Our fifth birthday. Two theatre tickets to every tenth customer at our store on Saturday. No matter whether your purchase is large or small, if you happen to be the tenth purchaser, you will be presented with two tickets free for the Wednesday evening performance at the Majestic Theatre. If you happen to be the hundredth customer, you will be given a hundred-pound sack of the best flour or twelve pounds of our English Breakfast Tea." This was the way that an enterprising grocer in an Ontario city celebrated his fifth anniversary.



Wonderful!—Delicious!

These are the words which express the sentiment of thousands of housewives all over Canada, after they have tried Davies' Pork and Beans.

This satisfaction means repeat business for every dealer who features this brand, as when once Davies' products are taken into the home, they will be asked for again.

If you haven't already placed your order for Davies' Pork and Beans, do so at once. Either mail to us direct, or give same to our salesman.

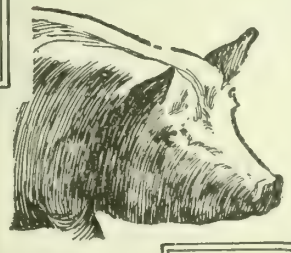
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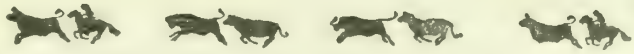
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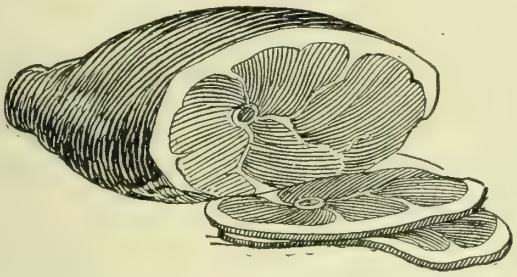
JAS. DALRYMPLE & SON
Montreal and
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When you sell your customers ROSE BRAND they obtain—

The finest of critically selected foods skilfully prepared in a plant that for 67 years has been famous for the high quality of its products.

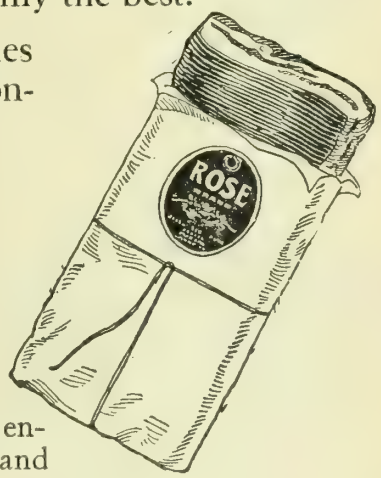


Pure foods—noted for their distinctive, toothsome flavors, delicacy and wholesomeness.

The choice products of a mammoth institution.

ROSE BRAND dealer co-operation is quite in keeping with the institute's chief ideal—to produce only the best.

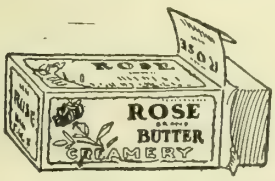
By forceful advertising in large dailies, weeklies and magazines throughout the country we convince the public of ROSE BRAND merits and create the demand for these excellent foods.

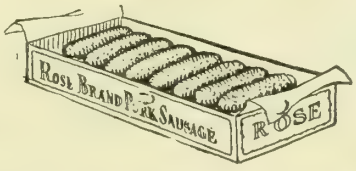


Strikingly handsome, beautifully colored show cards, window trims, hangers, counter cards, etc., are prepared and given to our dealers gratis.

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Kippered Herring
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A Particular Customer's Desire

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—can always be counted upon to please. Always recommend it for a satisfactory breakfast.



Drop us a Card for Sausage and Smoked Meat Quotations.
Satisfaction guaranteed on all mail orders.

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Manufactured under ideal conditions, in the best-equipped salt works in the Dominion, the Canadian Salt Company's products are unequalled for quality and strength.

Salt for every need.

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(For general household use)

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Perfect Refrigeration

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Try a bottle yourself on your own table, and you will see why it's selling so freely.

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Sal Soda

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If you are not handling this popular line, order a supply to-day.

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as palate pleasure and true digestive

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Feature this incomparable flour regularly in your displays and urge your customers to try it next time they order. The perfect results it produces in making muffins, pancakes, biscuits, etc., always wins satisfaction and the good profit margin on each sale makes it an excellent line to get behind. How's your stock?

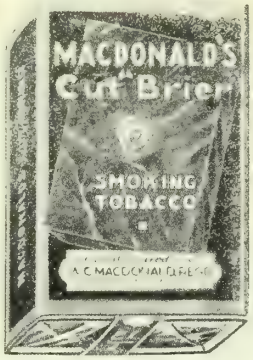
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Chadwick & Co., 34 Duke Street, Toronto.

Quebec Representatives
Renaud & Cie, Incorporated, Quebec

"The Tobacco with a heart"



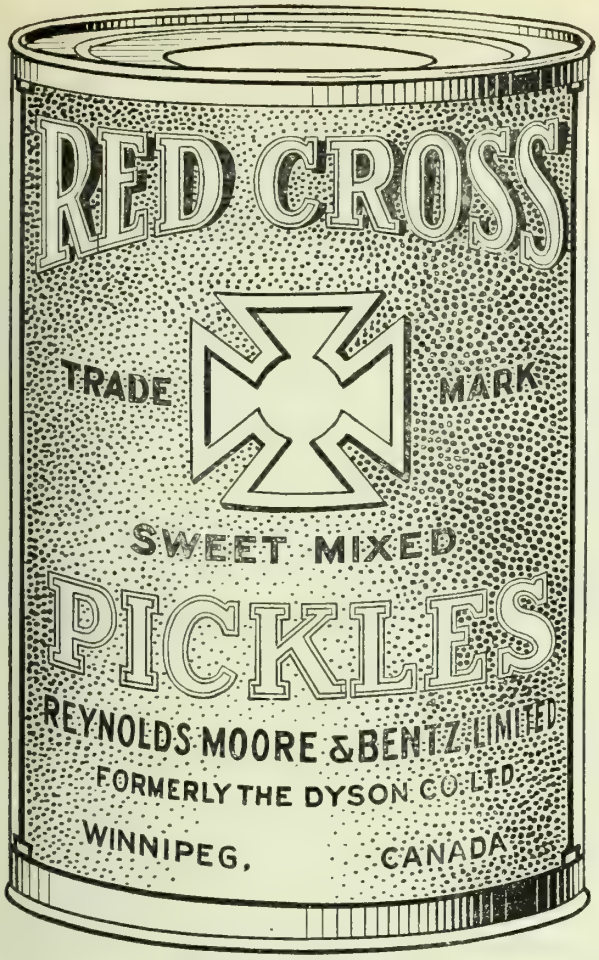


Quality was the foundation of Macdonald's in 1858.
And that same old quality is still to be found in Cut "Brier" and "British Consols."

Manufactured by
W. C. MACDONALD, REGD.,
INCORPORATED
MONTREAL



W. C. MACDONALD REGD.
INCORPORATED
MONTREAL



Exact size of Can
of Red Cross Pickles

Why You Should Sell Red Cross Pickles in Cans

Because they are economical

Each can of Red Cross pickles contains nearly 20 ounces of pickles instead of 10 ounces packed in the average glass bottle, that your customers buy.

Because they are Pure and Wholesome

In the gold lacquer lined steel cans Red Cross pickles are guaranteed to keep fresh longer than pickles in bottles. The British and American Governments purchased millions of pounds of pickles packed in cans for use by the armies in France.

Because they are made from the Finest Vegetables grown

The vegetables for the Red Cross pickles are grown in the famous Red River Valley, Manitoba, which is admitted to be the best vegetable-growing district in North America.

Help your customers to reduce the high cost of living. Stock these pure, wholesome pickles packed in the sanitary steel cans.

Packed by

Reynolds, Moore & Bentz Ltd.
Winnipeg, Man.

E. B. Nettelfield & Company
50 Front Street E. **Toronto** **Eastern Sales Agents**

Represented by:

J. L. Freeman & Co. for Montreal; J. B. Renaud & Co. for Quebec; W. S. Watts, 124 Bruce St., London, for Western Ontario; J. H. Trowbridge, 256 Albert St., for Ottawa; R. M. Wyman, Yarmouth, N.S., for Newfoundland; Oake & Wyman, Halifax, N.S., for Nova Scotia and Prince Edward Island.

Sell Your Trade Sunset

and be sure of satisfied customers

This is the Real Dye and the Complete Line—Dyes All Fabrics—made in All Colors—meets every demand for a home dye that is fast. Similar products may imitate the form and the price, but they do not imitate Sunset Quality.

Your customers want the best—sell them

Sunset Soap Dyes

Sunset Quality is your guarantee that Sunset has come to stay.



SUNSET DISPLAY CASE

Sunset Soap Dyes are packed 1 gross assorted in the attractive Display Case, without extra charge, **when requested.** Insist upon having your first order packed in this way, which keeps Sunset before your trade all the time.

New Window Cut-Out—FREE.

We will send you our new Cut-Out, size 28 x 40 inches, lithographed in many beautiful colors, if you will give the window space. Address.

NORTH AMERICAN DYE CORPORATION, LTD., Toronto, Canada

Every family in your territory is a probable customer for Sunset, because Sunset is a real dye with which any woman can dye a garment in 30 minutes, as perfectly as the professional dyer. Enthusiastic merchants the country over say Sunset is the easy-selling, business-building, profitable line of home dyes. Sunset is advertised attractively in leading publications.

Ask your jobber for prices and discounts or write to

HAROLD F. RITCHIE & CO., Ltd.
Toronto, Canada

Two Reasons Why Eddy Products Are Easy To Sell !



1. **Quality.**—The public know that the name Eddy is a definite assurance of value for money. And Eddy quality always lives up to the Eddy reputation.
2. **Publicity** — Constant consumer advertising develops the demand and makes every Eddy display resultful.

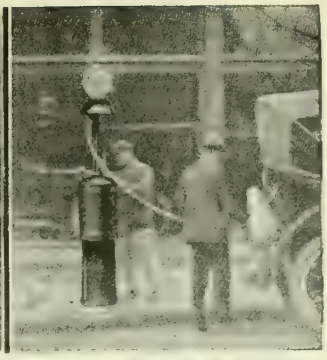
Always have a good supply of Eddy's Matches and Eddy's Indurated Fibreware on hand. And let your customers know you handle and recommend these justly famous products.

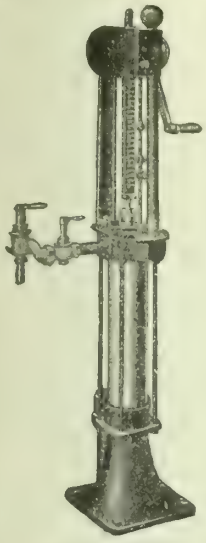


The E. B. EDDY CO., Limited

HULL CANADA







These views show the pump portion of the Bowser kerosene and gasoline system. These tanks for kerosene are in the basement, and for gasoline buried underground to insure safety.

Profit in Cleanliness

If, by chance, a customer looks into your oil room, what is revealed?

Cleanliness?

Neatness and order?

Or is the look within merely depressing and disgusting?

BOWSER ESTABLISHED 1885
SYSTEMS

installed in your store for the storage and distributing of oils, kerosene and gasoline, assures your customer the cleanliness and orderly arrangement of your oil department are characteristics of your entire establishment.

Bowser pumps are accurate, clean and economical.

Bowser tanks are safe, clean and neat. A combination that means satisfaction and profit.

Signify your interest by asking for literature.

S. F. BOWSER COMPANY, Ltd.
66-68 Fraser Ave., TORONTO, Ont.



Put Gold Dust packages where your customers can see them.

Tips— that come home to roost.

Remind a woman of Gold Dust when she is ordering and you are sure of a sale. She will appreciate the reminder, too.

Our widespread advertising is creating a big demand for this "Made in Canada" product.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL



DUTCH COCOA

Cacao Brand

On the Market Again

After an absence of 6 years Dutch Cocoa is now on the market and ready for immediate shipment. Packed in attractive tins, ½ lb,, 1 lb.

Sold by Leading Grocers Everywhere.

Order from your wholesaler or direct from

Belgo Canadian Trading Co., Regd.
103 St. Francois Xavier St. MONTREAL



Vin Tonic

Sanator

a genuine Tonic for

Invalids

Known the World over

Send your orders direct to

Nap. Morrissette
18 Cartier Square
MONTREAL

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$8 00
Reindeer Brand, small, each 48 cans	9 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario

Wheatgold Breakfast Cereal Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50
5-lb. tins, 1 doz. in case	7 15

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	
40-lb. Canada Laundry	$0 12
100-lb. kegs, No. 1 white	0 12¼
200-lb. bbls., No. 1 white	0 12¼
40-lb. Edwardsburg Silver Gloss, 1-lb. chrome pkgs.	0 13¾
40 lbs., Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	5 30
Culinary Starch 4 lbs., W. T. Benson & Co.'s (Prices in Maritime Provinces 10c per case higher.)	
Challenge Corn	0 12
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. (20-lb. boxes ¼c higher, except potato flour.)	0 15½

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$7 05
5-lb. tins, 1 doz. in case	8 05
10-lb. tins, ½ doz. in case	7 75
20-lb. tins, ¼ doz. in case	
Celebrated Prepared	0 13½
40-lbs. Canada Pure or Barrels, about 700 lbs.	0 10
Half barrels, about 350 lbs.	0 10¼

MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.C.F., 1-lb.	
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

COLMAN'S OR KEEN'S CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	6 45
5-lb. tins, 1 doz. in case	7 45
10-lb. tins, ½ doz. in case	6 85
20-lb. tins, ¼ doz. in case	7 60

(5, 10, and 20-lb. tins have wire handles.)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

MAGOR, SON & CO., LTD.
INFANTS' FOOD

	Doz.
Robinson's Patent Barley— 1-lb.	
½ lb.	
Robinson's Patent Groats— 1-lb.	
½-lb.	

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25
	Doz.
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1 21
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 34
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

CURRANTS

As usual, this season we are offering our well-known brands of Currants. If there is any one branch of the grocery line which we have made a success of it is our Currant business. We are continually hearing from our customers about the fine quality which we put out. You who have not been handling our special brands, will do well to take them on and give a satisfaction that others are giving and reap the good profit that others are getting.

Half Cases Pantry Fine Filiatra -	- 18½
Half Cases Monogram Fine Patras	- 20
Half Cases Victor Choicest Patras	- 21½
Half Cases Monarch Fancy Vostizza	- 24½

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

This is Peach Time!
Plum Time!
Pear Time!

Let us fill your requirements.

Fresh Shipments
Spanish Onions
—Cases and ½ Cases

Malaga Grapes Bartlett Pears

WHITE & CO., LTD.

High Class Fruits
TORONTO
Main 6243

FRESH ARRIVALS DAILY

OF ALL VARIETIES OF

Domestic Fruits and Vegetables

Best Varieties of
FREESTONE PEACHES
NOW COMING

ORANGES, BANANAS, LEMONS
CALIFORNIA BARTLETT PEARS
AND MALAGA GRAPES

THE HOUSE OF QUALITY

Hugh Walker & Son,
LIMITED
GUELPH *Established 1861* ONTARIO

THE COWAN CO., LTD.
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box	0 95
Victory Bars, 24 in box, 60 boxes in case, per box	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes	....
6c pyramid packages, 4 doz. in box	....
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.
The Waxtite Line

Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, LTD.
14 Bleury St., Montreal.

XXX Self-Rising Flour, 6 lbs. packages, doz.	$6 40
Do., 3 lbs.	3 24
Superb Self-Rising Flour, 6 lbs.	6 20
Do., 3 lbs.	3 15
Crescent Self-Raising Flour, 6 lbs.	6 30
Do., 3 lbs.	3 20
Perfection Rolled Oats (55 oz)	3 00
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz.	1 60

To get business you must go after it.
Others do it through this paper
—why not YOU?

SUNSWEET





FOR MERCHANTS WITH ONE EYE TO GOOD BUSINESS AND ANOTHER EYE TO GOOD WILL

—Your best bet

—because you know you're getting prunes and apricots that will measure up in quality, count and size

MORE and more retailers have learned to demand SUNSWEET from their jobbers because it pays all-ways!

You save money because your profit on SUNSWEET Prunes and Apricots is just as large on each sale as if you handled an ordinary brand. You save time because it is twice as easy to sell a nationally advertised quality-brand like SUNSWEET. You save trouble because you avoid the complaints and returns which often follow sales of many private, non-standardized brands.

Properly handled, dried fruit can be made one of your most profitable items—especially when merchandised the SUNSWEET way. Write us for dealer-helps that will help to swell your sales of dried fruit.

CALIFORNIA PRUNE AND APRICOT GROWERS INC.
5477 MARKET ST. SAN JOSE, CAL.
10,000 *grower-members*

—Her best buy

—because she knows she's getting the highest-quality dried fruit California can produce

CALIFORNIA'S NATURE-FLAVORED PRUNES & APRICOTS

CANADIAN REPRESENTATIVES : SAINSBURY BROS.
Offices : Toronto Montreal Winnipeg Vancouver Halifax

Windmill
Barbados
Super-Fancy

The one brand standing head and shoulders above the market—the Super-Fancy grade of the very finest product of the British West Indies. And selling to you at

$1.33
per Imperial Gallon

f.o.b. Montreal
f.o.b. Quebec
f.o.b. St. John, N.B.

The distributors of Windmill Barbados are undertaking a newspaper advertising campaign so thorough and so forceful that the public will make an unmistakable demonstration in favor of it, and insist on Windmill brand—sold in bulk!

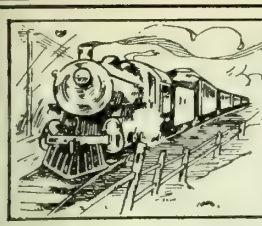
Then why the price? Because you dealers are being offered all sorts of worthless substitutes, blends and syrups in cans and barrels, but there isn't one of you but will be glad to push the real goods at a price that nets you a handsome profit.

Place your order for one puncheon or more by telegraph TO-DAY!

PURE CANE MOLASSES CO. OF CANADA, LIMITED
MONTREAL ST. JOHN, N.B.

DISTRIBUTORS FOR

Plantations, Limited, British West Indies



BUYERS' MARKET GUIDE
Latest Editorial Market News





STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 259 Kingswood Road Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound.
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

A. F. VINCENTELLI & CO.
ANTWERP (BELGIUM)
The oldest Corsican Candied Peel and Fruit Manufacturers
CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.



CRESSY'S
Concentrated Food Flavoring Extracts
Impurity Proof. Use 5 Drops Only
True to Flavor.
Most Popular Flavors
Manufactured by
John R. Cressy, 523 King W., Toronto

SHELLED BRAZILS SCARCE

Spot stocks of shelled Brazils are very low and some importers have difficulty in filling orders. It has been intimated that prices would reach $1.50 per pound in the near future.

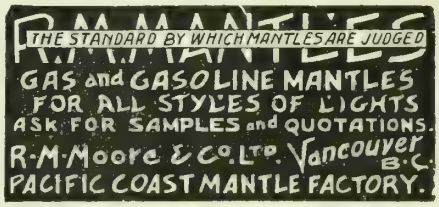
Shelled pecans are in the same position in view of the fact that the new crop is only about 25 per cent. normal. The new crop pecans will not reach this market before the middle of December.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577



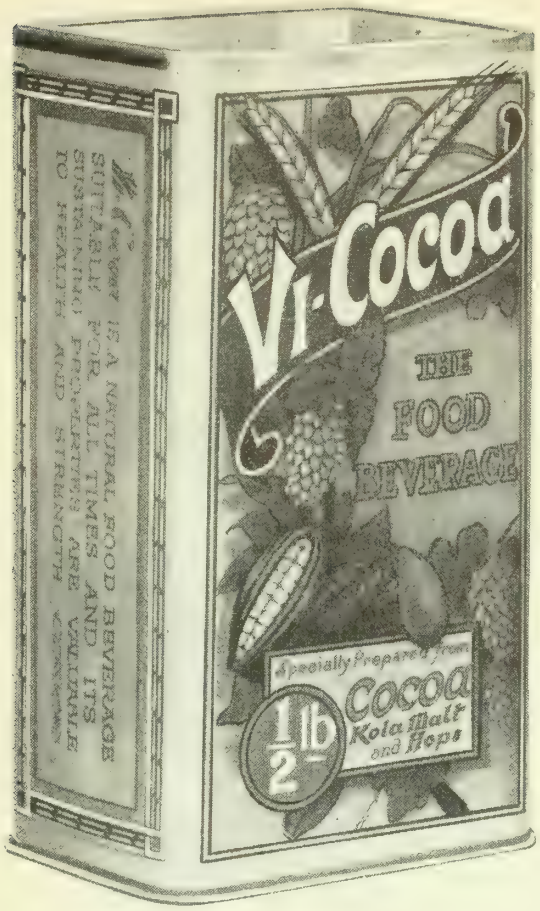
The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS
Handpicked or Screened
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

Say You Saw It In Canadian Grocer, It Will Help To Identify You.



CROWN BRAND
NORWEGIAN
SARDINES
IN OLIVE OIL

Your customers usually know what product they want—but not always the particular brand. In case this happens, suggest Crown Brand Sardines. For a moderately priced fish they are excellent in flavor.

Crown Brand Sardines come from the waters of Norway.

Consult your wholesaler

Canadian Agents:
John W. Bickle & Greening
Hamilton, Ontario

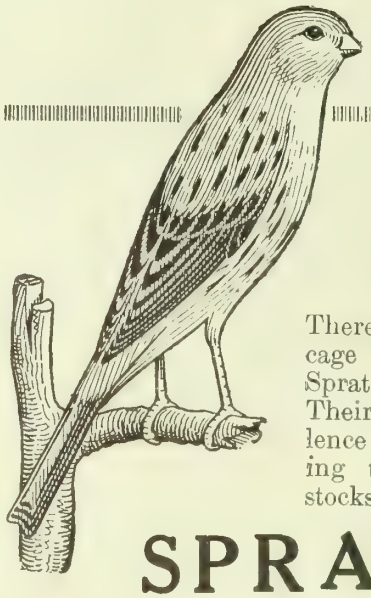


A Safe Buy for Wash Day

When your customers are buying soap, sell them WONDERFUL SOAP. It has pleased customers for several years and is bound to satisfy now. You will find profit in it.

Display a stock and watch the result.

Guelph Soap Company
GUELPH, ONT.



Quality Seeds Perfectly Blended

There's health and song for the cage bird in every packet of Spratt's Mixed Bird Seeds. Their many points of excellence mean a steadily increasing trade for the store that stocks them.

SPRATT'S
MIXED
BIRD SEEDS

Sold only in 17-oz. Packets

Supplies may be obtained promptly from
F. W KENDRICK & CO. 31 Carter Cotton Buildings, Vancouver
and
HUGHES & CO., 109 Place d'Youville, Montreal

Spratt's Patent Limited, 24-5 Fenchurch St.
LONDON, E.C. 3, ENGLAND

FORD TRUCK WORM DRIVE
develops maximum driving power

Ford
Truck

Sturdy, rugged, reliable and able to withstand the jolts of heavy loads on rough roads.

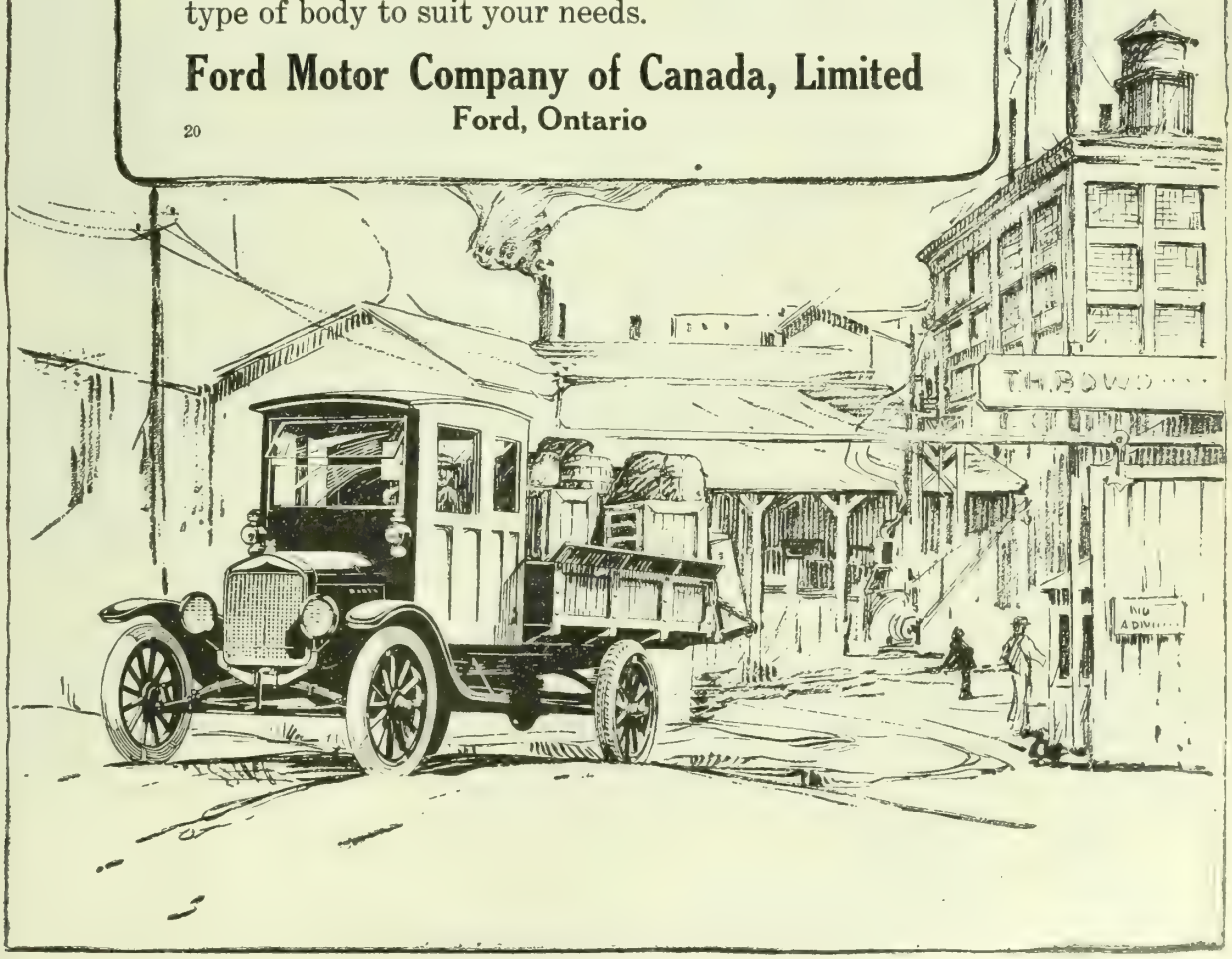
Quick to start and stop, and capable of being manoeuvred into any position.

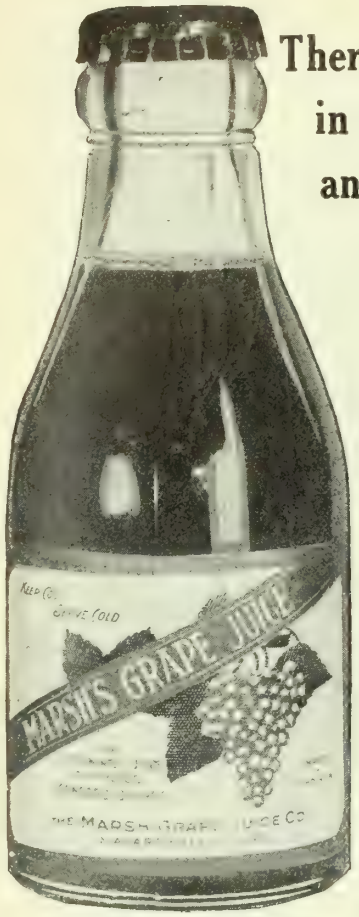
Economical in initial cost, in repairs and in gas consumption.

Your Ford dealer will advise you as to the best type of body to suit your needs.

Ford Motor Company of Canada, Limited
Ford, Ontario

20





There's a difference in Making Sales and Just Selling

When you sell Marsh's Grape Juice you make sales — that is you have a profitable turnover repeatedly because the good quality makes it asked for again and again.

A Delicious Grape Juice made from pure Concord Grapes.

The Marsh Grape Juice Company

NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

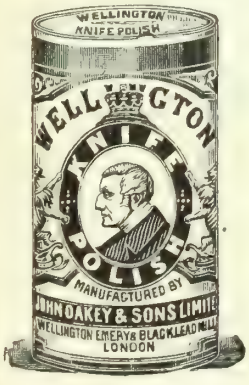
The McLaren Imperial Cheese Company Limited

Toronto and Montreal

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.

OWEN SOUND - - ONTARIO



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East. Winnipeg

Sankey & Mason, 839 Beatty Street Vancouver.

INDEX TO ADVERTISERS

A

Acadia Sugar 23
Arnett, Thos. Lewis 72
Aron & Co., Inc., J. 3

B

Bain & Co., Donald H. 12
Belgo-Canadian Trading Co. ...16, 62
Berg & Beard 72
Bickle & Greening, John W. ... 68
Borden Co. 1
Bowser Co., Ltd., S. F. 61
Bradstreets 72
Brennan, H. C. 15
Brodie & Harvie, Ltd. 57

C

California Fruit Growers' Exchange 5
California Prune & Apricot Growers, Inc. 65
California Peach Growers, Inc. 8
Canada Nut Co. 11
Canada Produce Co. 16
Canada Starch Co., Ltd. 9
Canadian Packing Co., Ltd..... 53
Canadian Salt Co., Ltd. 55
Chadwick & Co. 15
Chamberlain Medicine Co. 19
Channell Chemical Co. ..... Inside front cover
Chase & Sanborn 20
Church & Dwight 56
Clark Ltd., W. 2
Charms Co. 21
Clayoquot Sound Canning Co... 11
Climax Baler Co. 16
Connors Bros. 54
Cressy, John R. 67

D

Davies & Co., Wm. 51
Dayton Scale .....Back cover
Decotint.....Inside back cover
Diamond Dyes 19
Dominion Confectionery Co. ... 25
Donaldson-Phillips Agencies ... 11
Duncan & Son, C. 13
Dunn, Albert 16

E

Eckardt & Co., H. P. 63
Eddy Co., Ltd., E. B. 60
Edwards & Co., Ltd., W. C. ... 25
Edgett Ltd., W. H. 11
Escott Co., Ltd., W. H. 14
Estabrooks Co., Ltd., T. H..... 25
Eureka Refrigerator Co., Ltd... 10

F

Fairbanks Co., N. K. 61
Ford Motor Co. 69

G

Gaetz & Co. 16
Gibson, Paterson, Brown Ltd.... 13
Grant & Co., C. 12
Gray & Co., Ltd., Geo. W. 20
Griffiths & Co., Ltd., Geo. W. .. 12
Guelph Soap Co. 68
Gunns Ltd. 52

H

Hanson & Co., J. H. 55
Hargraves, Ltd. 15
Hay, A. H. M. 16
Henderson Brokerage, B. M. ... 11

I

Imperial Grain & Milling Co... 10
International Business Machines Outside back cover

K

Kidd, T. Ashmore 15

L

Lambe & Co., W. G. A. 15
Lemon Bros. 70

M

McLaughlan, J. K. 15
McLay Brokerage Co. 12
Macdonald, Reg., W. C. 58
Mackenzie, W. L. 12
Maclure & Langley 15, 71
Maclure & Co., A. M..... 12
Magor, Son & Co., Ltd. 26
Mann & Co., C. A. 67
Marsh Grape Juice Co. 70
Mason & Co., Ltd., Geo..... 56
("O.K." Sauce.)
Mathieu & Co., J. L. 17
Mellow Food Products 57
Mickle, Geo. T. 67
Midland Vinegar Co. 56
("H.P." Sauce.)
Moore & Co., R. M. 67
Morris & Co. 52
Morrisette, Nap. 62
Mowat & McGeachie 12
Mueller Co., Ltd., The Chas. ... 67

N

National Cash Register 18
Nettlefield & Co., E. B. 59
Nelson, C. T. 11
Norcanners, Ltd. 15
North Amer. Dye Corp. 60
North-West Trading Co., Ltd... 11

O

Oakey & Sons, Ltd., John 70
Old City Mfg. Co. 59
O'Donnell Co., John J. 15
Ottawa Paint Works 22

P

Pastene, P. 16
Parkinson Cereal Co. 10
Patrick & Co., W. G. 7, 15
Pennock & Co., H. P. 13
Philippon, D. D. 25
Pritty Ltd., John 11
Pullan, E. 22
Pure Cane Molasses Co.....6, 66
Pure Gold Mfg. .....Front cover

R

Red Rose Tea 25
Richardson & Green 12
Rock City Tobacco Co. 17
Rose & Laflamme 16

S

Salada Tea Co. of Canada, Ltd. 23
Sarnia Paper Box Co. 67
Scott-Bathgate Co., Ltd. 14
Shepherd-Mott Co. 16
Smith, K. 16
Smith Brokerage Co., The 16
Smith & Proctor 56
So-Clean, Ltd. 67
Spratt's Patent, Ltd. 68
St. Arnaud Fils Cie 16
Schneider & Sons, J. M. 55
Superior Macaroni Co. 26

T

Thompson, A. E. 14
Toronto Pottery Co., Ltd..... 67
Toronto Salt Works 67
Trent Mfg. Co. 67

V

Vincentelli & Co. 67

W

Wagstaffes Limited 4
Walker & Son, Hugh 64
Wallace Fisheries, Ltd. 11
Watford Mfg. Co. 68
Watson & Truesdale 13
White & Co. 64
White Cottell's 67
Wiley, Frank H. 12
Williams Storage Co..... 13
Woods & Co., Walter 14

Maggi's Swiss Soup

5 Tablets to a String
$3.60 per doz. Strings

in the following Flavors

PEAS
PEAS AND BACON
MUSHROOM
SPRING
VEGETABLES

We have been very fortunate in again securing Maggi's Popular Tablet Soups for the trade. Our new shipments are now arriving and we would advise that you place your order now. The convenience and wholesome flavor of these high quality soups will appeal to your customers in a big way and the profit margin is excellent.

Grimble's "English Malt" Vinegar

(*In Reputed Quarts*)



Spot Stock and Future Arrivals

Sterling exchange being low we are enabled to give you very close quotations on this Incomparable English Vinegar.

Write for Our Prices To-day

Maclure and Langley, Limited

WINNIPEG TORONTO MONTREAL

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

SITUATIONS VACANT

GROCERY CLERK, FULLY EXPERIENCED, for country grocery store. Good advertiser and ticket writer. State wages and experience. No booze artist need apply. Apply to Frank Vickers, Lomond, Alberta.

FOR SALE

FOR SALE—RETAIL GROCERY IN CITY OF Sault Ste. Marie, located on the main street, in heart of city. Turnover over $100,000 per year. Good, clean stock, mostly all new fixtures. Good profits, overhead expenses small. Exceptional opportunity for a good "live wire" to take hold of. Good reasons for selling. Further particulars. Address Box 272, Canadian Grocer, Toronto, Ont.

For Sale

1 Junior Enrober, Chocolate Dipping Machine, made by National Equipment Co., Springfield, Mass. Complete with trays and melting kettle. First-class condition. Replaced with larger machine reason for selling. Price $2,500.00 for complete outfit, f.o.b. Edmonton. NORTH-WEST BISCUIT COMPANY LIMITED, Edmonton, Canada.

FOR SALE—GROCERY BUSINESS WITH POST Office, large eight-roomed house and garage. Good district Toronto, doing $1,000 weekly. Stock and fixtures about $4,000. Genuine money-maker. Box 264, Canadian Grocer, 153 University Ave., Toronto.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

WHEN WRITING ADVERTISERS PLEASE MENTION THIS PAPER.

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL IDENTIFY YOU.

ARNETTIZE YOUR STORE

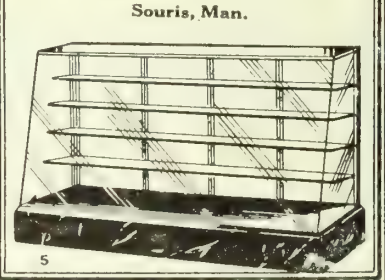
It Is a Fact

that stores we have Arnettized are showing greatly increased sales and growing popularity.

Arnett Service arranges your store to make the most sales with the least trouble. The Silent Salesman has time for all your customers.

Write for illustrated catalog and details of Arnett Expert Service.

Thomas Lewis Arnett
Souris, Man.



5

POSITION WANTED

EXPERIENCED GROCER, LATELY IN BUSIness, desires traveller's position for district North Bay to Kapuskasing, including Porcupine area. Can start at once. Milton, Box 1, Swastika, Ont.

AGENCIES WANTED

BAHAMA ISLANDS — BUILD UP YOUR trade in the Bahamas by appointing, as your agent, Arthur H. Sands, Manufacturers' Agent, Nassau, N.P., Bahamas.

FOR SALE—GENERAL GROCERY BUSINESS, Stock and fixtures about $3,500. Turnover, $50,000. Going out of business. Apply at once. Box 39, Beamsville, Ont.

FOR SALE—GROCERY AND PROVISION BUSIness, established 10 years, doing a profitable cash business, near Vancouver, city of 8,000 population, owner has other business that takes his attention, good location, reasonable rent. Cash turnover, $4,000 per month. Stock about $4,000, fixtures and auto delivery about $2,000. This is a good, live business and a good opportunity for a person to step into an established business on the Pacific Coast. Address the owner, P.O. Box 1817, North Vancouver, B.C.

YOUNG MAN (27), SINGLE, WITH THREE years' banking and eight years' general store experience, good education and appearance, very highly recommended, open for position after November 1st. Full information at Box 280, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED AT ONCE

GROCERY CLERK "MAN." STATE EXPERIence and salary wanted. Apply to Box 1309, Welland, Ont.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

We Present a Record—Not a Prospectus

Reputation gained by years of vigorous, conscientious and successful work.

John A. Thompson
General Manager Western Canada
TORONTO



RID-OF-RATS

Warm Weather is the Breeding Time for Rats and Mice

RID-OF-RATS prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us.

Price, small box—15 cents. $1.00 per lb. in bulk.

We also manufacture a very effective Gopher Exterminator

BERG & BEARD MFG. CO., Inc., 100 Emerson Place, Brooklyn, N.Y.

DECOTINT

The Sanitary Cold Water Paint for Walls and Ceilings



A satisfactory Wall and Ceiling Paint —inexpensive, artistic and sanitary and made in twenty-two delicate colors from among which it is an easy matter for every customer to select the tints best suited to any particular purpose.

Decotint is put up in the form of a dry powder, requiring only the addition of cold water to make it ready for immediate use.

The Decotint demand, already big, is certain to be greatly enhanced during the spring months by a strong campaign of consumer advertising which will appear in the most widely read Canadian publications.

Place your order now and put yourself in line to secure a share of the demand for Decotint and the other Deco-tint Household specialties sold under the blue label.





All Canadian Products

DECO-TINT PRODUCTS

HAT-BRITE—The best hat enamel made.
DECO-WAX—The wax polish for floors, furniture, autos, etc.
METAL BRITE—Metal polish.
POLISH-OL—Auto and furniture polish.

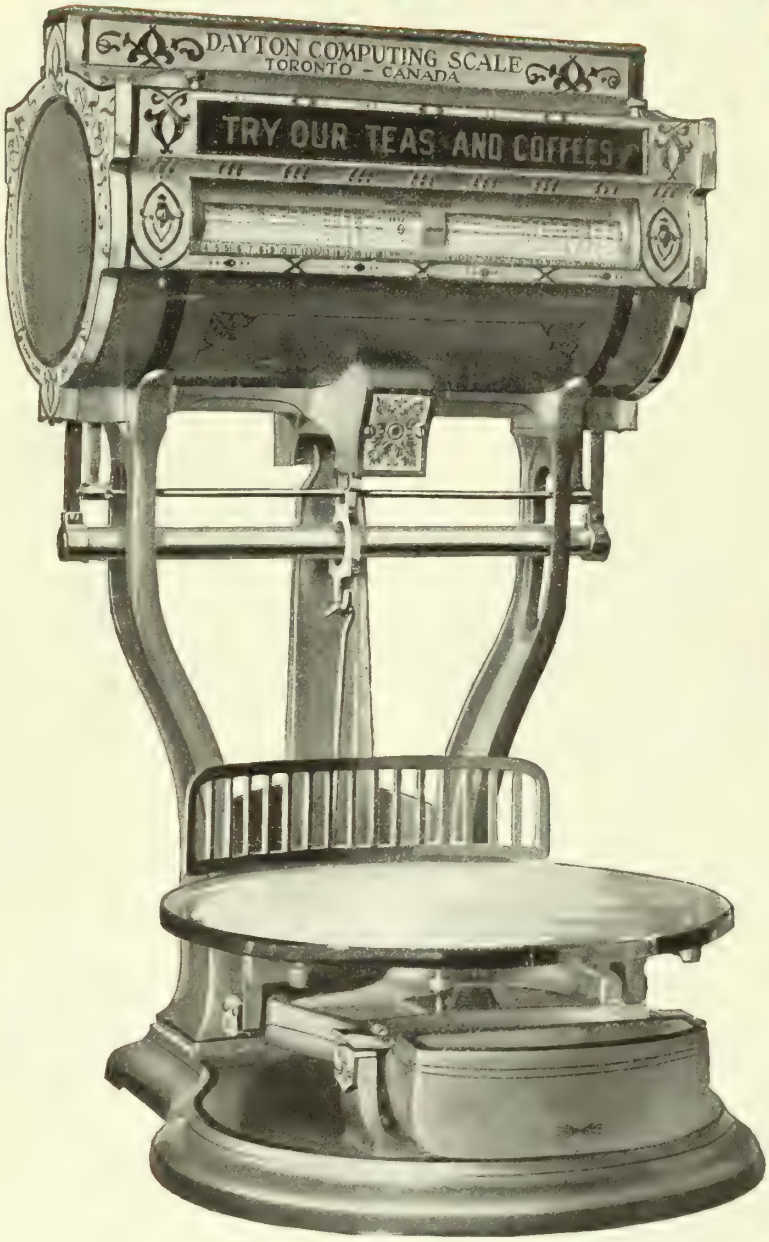
STOVE PIPE ENAMEL and SHOE HEEL ENAMEL

UNDER THE BLUE LABEL.

THE DECOTINT COMPANY

897 CENTRE ST., MONTREAL

You don't get overweight when you buy— You can't give overweight when you sell



DAYTON COMPUTING SCALE

Capacity 30 lbs.—computes prices from 4 to 60 cents per pound. It is regularly finished in Turquoise Blue, but if desired may be had in Maroon or Gold finish.

Your margin of profit won't permit you to give overweight and make money. And you're never thanked for overweight, anyway — so why do business at a loss?

Dayton Computing Scales

insure accurate weight — that protects you and pleases your customers. Dayton Scales save your time, your employees' time — that you pay for — and your customers' time in every weight transaction.

Write to our nearest office for our new printed matter.

International Business Machines Co., Limited

F. E. MUTTON, Vice-President and General Manager

Head Office and Factory: 300-350 Campbell Avenue, Toronto

HALIFAX, 44 Granville St.
ST. JOHN, 18 Germain St.
QUEBEC, 506 Merger Bldg.
MONTREAL, 1 and 3 Notre Dame St. W.
OTTAWA, 188 Queen St.
TORONTO, 415 Yonge St.
HAMILTON, 225 King St. E.
LONDON, 489 Richmond St.
WALKERVILLE, 44 Lincoln Rd.
CALGARY, 127 6th Ave. W.
WINNIPEG, 227 McDermott Ave.
SASKATOON, 254 3rd Ave. S.
EDMONTON, 10118 102nd Ave.
VANCOUVER, 110 Water St.

Also manufacturers of International Time Recorders and Hollerith Electric Tabulators

FEATURING FISH AND OYSTERS

CANADIAN GROCER

Members of the Associated Business Papers Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, OCTOBER 8, 1920 No. 41

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans

and

Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

SALES OFFICE:
202 Royal Bank Bldg.,
TORONTO

G. A. WILLIS, Sales Mgr.

MONTREAL

Established 1888

SALES OFFICE:
806 Lindsay Bldg.,
WINNIPEG

A. E. HANNA, Representative

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested



What Makes People Buy ?

Did you ever wonder what influences people to buy certain articles of every-day use?

O-Cedar Polish, for instance.

Some buy it because they have used it with satisfaction for years. Others, because they see it advertised extensively.

Many purchase it on the recommendation of its satisfied users. And some, because they see it attractively and invitingly displayed in your window or on your counter.

With so many influences at work selling O-Cedar Polish, it is obvious that quick turnover, with its consequent profit, must naturally follow.

Channell Chemical Co., Limited
TORONTO

CANADIAN GROCER, published every Friday. Yearly subscription price, $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.



"Convenient" **"Economical"**

Borden's Reindeer Coffee

—a popular Fall and Winter seller—

The *convenience, economy* and *deliciousness* of this splendid *Borden* product has won great favor with housewives everywhere.

A cupful of boiling water, a teaspoonful of *Borden's Reindeer Coffee* assures a wholesome, delightfully flavored cup of coffee instantly made—no sugar or milk needed—they're both in it.

Grocers have found it a remarkably popular seller, especially during fall and winter.

Keep several tins on your counter and write us for special Reindeer Coffee recipe folders to put alongside them. You're sure to give satisfaction and pleasure with every sale. Your jobber sells it—a profitable line for you to sell, too.

The Borden Co., Limited

Montreal

Borden's Products—
Eagle Brand Milk
St. Charles Milk



Borden's

St. Charles Brand

Reindeer Coffee
Reindeer Cocoa
Malted Milk

Canada's National Milk

Clark's Spaghetti With Tomato Sauce and Cheese

MADE IN CANADA



BY CANADIANS

is one of the most popular sellers you can handle, for the simple reason that it stands *first* in *quality*, is absolutely unrivalled for deliciousness, and is above all, *economical.*

This season's pack is now ready for shipment.

DON'T LOSE SALES — ORDER NOW.

W. CLARK, LIMITED
MONTREAL



NOW

Is the time to stock a quality line that is seasonable.

Armours Coffee Essence

Popularly Priced.

NOT subject to Sales Tax.

Canada's Premier Coffee Essence

Sole Distributors for Canada:

Maclure & Langley Limited

Montreal Toronto Winnipeg

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST. : : : : MONTREAL, P.Q.

ESTABLISHED 150 YEARS

1770 **1920**

By Royal Appointment



1770

The NEW Shoe Polish with the fine OLD name

DAY & MARTIN

(Day & Martin, Ltd., London.)

"The House with a History."



1920

Write for sample and prices of Day & Martin's Wax Shoe Polish in the tin with the tab to—

HARGREAVES (BROS.) CANADA, LTD.,

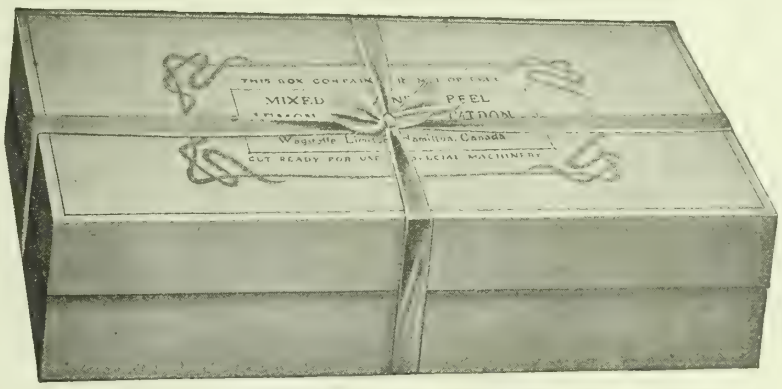
24, Wellington Street West,
TORONTO

WAGSTAFFE'S

Candied Peels

(Lemon, Orange, and Citron)

Now Ready for Delivery



They are equal to the best British make, are far superior in flavor and color to Imported American Peels. Mr. Retailer, insist on getting WAGSTAFFE'S PEELS, they are CANADIAN—no better made.

Order From Your Wholesale Grocer

WAGSTAFFE, LIMITED

PURE FOOD PRESERVERS

HAMILTON - CANADA

By Appointment  *to H.M. the King*

Crosse & Blackwell

have the highest reputation for quality. There is always a ready market for goods that are of the best, and it is recognized the world over that

Crosse & Blackwell

maintain a unique reputation for consistently supplying the best.

Price lists are obtainable from

Stewart Menzies & Co.

32 Front Street West

TORONTO



Attractive Store Cards, similar to the above, will help you sell more of these high-grade, pure goods. Ask us to send you a supply.

Stock up Now for the coming Demand this winter.

DOMINION CANNERS, LIMITED
HAMILTON, CANADA

Cannon's



WE can offer for prompt shipment from either Toronto or Montreal stock, Cannon's Silver Leaf Gelatine in pound packages.

The quality of this Gelatine is exceptionally good.

Let us quote you.

The Cannon Canadian Co., Limited

361 Sorauren Ave.
TORONTO

81 Grey Nun St.
MONTREAL

What's in a Name?



The Eureka was named purposely. It was called "Eureka" because it was the first refrigerator made in which were embodied all the necessary points by which perfect refrigeration could be assured. That was in the early history of our company.

To-day, the name Eureka means far more than it ever has done before. Coupled with the original interpretation can now go the words—Service, Durability, Dependability and **Honesty.**

We carry a complete line. Write for free illustrated literature.

Eureka Refrigerator Co., Limited
Head Offices and Factories:
OWEN SOUND, ONT.

Raisins that Pay

Sun-Maid Brand is Nationally Advertised

Sun-Maid Raisins mean quick turnover because they are nationally advertised. Millions know Sun-Maid—and want it. Quick turnover—wide demand—the result is sure profit.

Order from your jobber at once—if he isn't sold out

Three Varieties:

Sun-Maid Seeded
(seeds removed)

Sun-Maid Seedless
(grown without seeds)

Sun-Maid Clusters
(on the stem)



California Associated Raisin Co.
Membership 10,000 Growers
Fresno, California

Growers and Shippers of America's only all-year nationally advertised brand of raisins.

HEAD OFFICE:
7 Moorgate St.,
London, England
ESTABLISHED 17TH CENTURY

CABLE ADDRESS
Dobree
Halifax

SAMUEL DOBREE & SONS

Producers and Importers to Canada direct from West Indies, West Africa, etc., of Sugars, Molasses, Cocoas and other products.

Exporters of Canadian products to Great Britain, West Indies and West Africa.

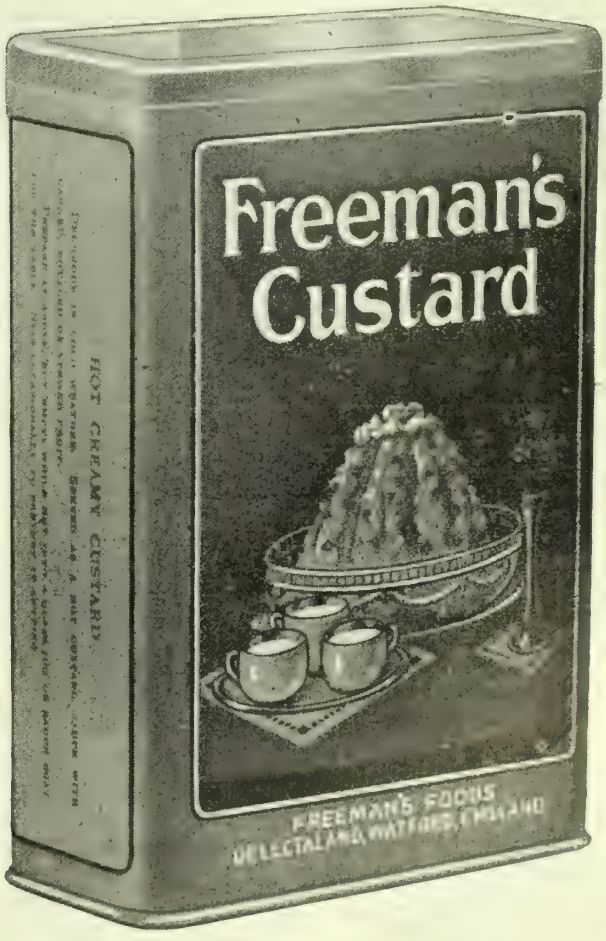
BROKERS—Import Department

Maritime Provinces, Newfoundland and Ontario
H. M. WYLIE, 6 Union Bank Chambers, HALIFAX, N. S.

PROVINCE OF QUEBEC
W. S. GOODHUGH & CO.,
312 Board of Trade Bldg., Montreal
SUGAR AND MOLASSES

H. R. BARNARD,
St. Nicholas Bldg., 3 St. Nicholas St., Montreal
COFFEE, COCOA, RICE, SPICES, Etc., Etc.

77 Upper Water St.
HALIFAX - Canada



FIRST BECO BRAND QUALITY

Beco Brand Pencils

(hexagon or round; rubber tipped or plain)

Crepe Paper Napkins

(full count)

JOBBERS:

If you have not seen samples of these lines we will be pleased to mail same to you.

Drop us a line; it will pay you.

Both QUALITY and PRICE are the MOST ATTRACTIVE on to-day's market.

R. G. BEDLINGTON & CO., LIMITED

IMPORTERS VANCOUVER, B.C. *EXPORTERS*

Estab. 1905

A Virile, Robust

Fighting Salmon

Caught in deep salt water



Wallace's

KILTIE

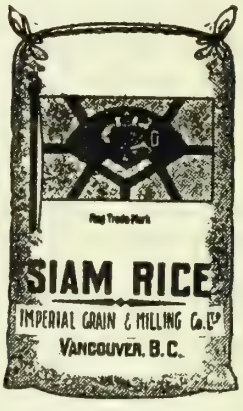
Brand

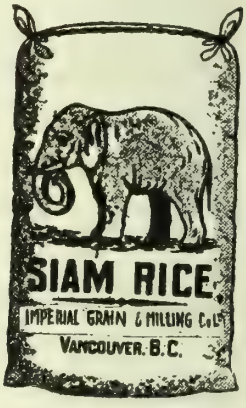
PINK SALMON

CAUGHT AND PACKED by
WALLACE FISHERIES Ltd.

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

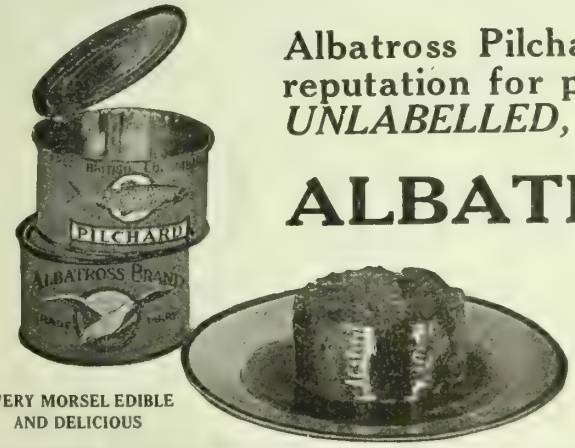
C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

Western Transfer & Storage, Ltd.
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

JOHN PRITTY, LIMITED
Merchandise Broker and Manfrs.' Agent
HEAD OFFICE, REGINA, SASK.
If you consider marketing your goods in Saskatchewan, appoint "PRITTY" as your representative.
"PRITTY" has got results for others and can do the same for you.
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Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

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Limited
Grocery and Produce Brokers
Open for a few more first-class connections
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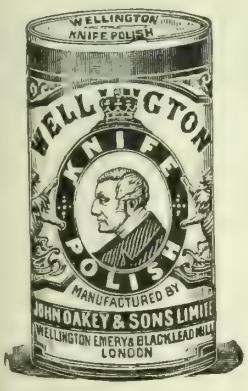
EVERY MORSEL EDIBLE AND DELICIOUS

Albatross Pilchards, having well earned an enviable reputation for particular delicacy, are *NEVER SOLD UNLABELLED,* nor ever labelled other than

ALBATROSS PILCHARDS

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VICTORIA

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MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

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We work The Retail Trade

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Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your service every moment of the day when you enlist our services.

Let us show you.

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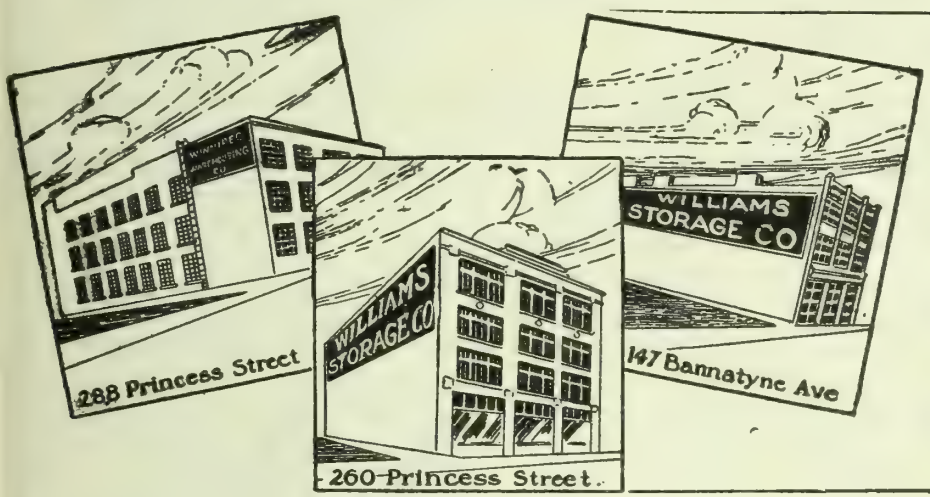
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The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

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have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

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H.P. SAUCE

Makes Good Every Time

It is such capital value, sells freely, and shows you a good profit.
There is a "want more" fascination about H.P.—that's the reason why the demand is constantly increasing.

Isn't it worth your while to stock H.P.?

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
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DETAIL WORK

To the manufacturer who is looking for an efficient Western House to represent him, this Company cannot be excelled in efficiency, reliability and result-getting.

Fourteen Salesmen

Ten of our salesmen do retail selling exclusively, and four others work among the wholesale trade.

We can put your line on the market.

Scott-Bathgate Co., Ltd.
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The Home of the Scott-Bathgate Co., Ltd.

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Service coupled with Reliability brings Results
We want your business. Write us.

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Your account entrusted to us receives the personal attention of experienced and efficient heads.

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We are more than Brokers, we are Business Builders.

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Branches with Resident Sales Managers at

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The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

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"We cover Ontario with Grocers' Specialties and Confections."

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Superintend the successful merchandising of your lines in Kingston and district.

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Open to represent other Manufacturers of high class foodstuffs.
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VERY HIGH PRICES NOW.

"CLIMAX" Steel BALERS

TURNS WASTE INTO PROFIT.

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Made in 12 sizes—a size to suit every business.



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Write for catalog and prices :
Climax Baler Co., Hamilton, Ont.

We now Book orders for Xmas Clear Toys.
Packed in wooden boxes 10 lbs. each.

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The Cream of all Chocolates.

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We can get you Business in the Province of Quebec.
Best References. Special Sales Force.
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If you have anything in food line to sell or want to buy, ask us for prices. We buy and sell outright, also act as buying and selling agents and commission merchants.
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A SILENT SALESMAN

A Silent Salesman illustrated in the Arnett catalog which shows a range of styles to suit every purpose.
Make your whole store do saleswork by installing Arnett Silent Salesman.
Write for this Catalog

THOMAS LEWIS ARNETT
SOURIS MAN.

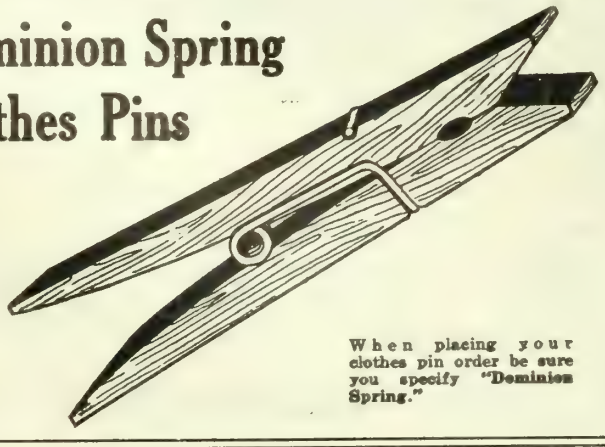


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GAETZ & CO.
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Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces we are open to consider your proposition.
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Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal



Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours.

Fall with its chilly breezes ushers in the big Oatmeal porridge season, and if you would get the most in profit and satisfaction out of this autumn and winter selling you will feature an attractive display of **Quality Rolled Oats** steadily in your windows and on your counter.

There are many reasons why women prefer **Quality Oats** once they've tried them. Here are a few of them — **Quality Oats** make delicious porridge in remarkably fast time because they're already **semi-cooked** and **finely rolled.** Being uniform and dustless they make smooth porridge without lumps and our special pan-dried process gives each meaty flake the nut-like flavor that is the characteristic of porridge made with Quality Oats. How is your stock? Why not look it over now and place your order to-day.

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Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office - - Stratford, Ont.

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Field & Co

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40-42 KING WILLIAM STREET,
LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

There are plenty of fine fish in the sea, but the best of all Sardines are the

OBAYO REAL SARDINES

The Elite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

**BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS**

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:

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Canadian Agents:
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The Norcanner Brand



of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines



Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
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Canadian Agents:
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Good Judgment

—on your part often helps your sales to a great extent. In this case judge rightly and stock

King Oscar

Brand

Sardines

and then suggest them to your customers. They have an Excellent Flavor and are the particular housewife's choice when making quickly-prepared luncheons.

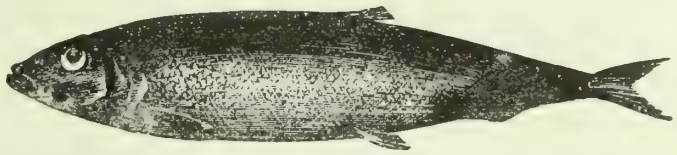
Your wholesaler can supply you

Canadian Agents:

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Hamilton - - - Ontario

Beacon Brand

"Service"—"Quality"—"Prices"



The Right Service—Right Quality — Right Market Prices are what The F. T. James Co., Limited, give in their business dealings.

We deal in Fresh and Cured Fish and Oysters.

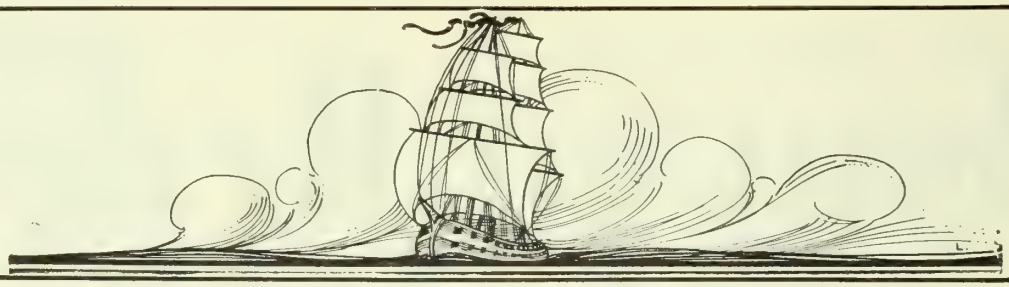
Every Grocer, Butcher and Fish Dealer naturally wants to purchase at the lowest market prices. Consequently, it will pay you, Mr. Merchant, to have your name put on our mailing list, which will keep you constantly in touch with the market. For twenty-one years it has set the standard of values.

Anything packed under the BEACON BRAND can be depended upon. Write for our weekly price list. You cannot afford to be without it.

The F. T. JAMES CO., Limited

Fish Food Specialists

TORONTO, ONTARIO



FISH OF QUALITY

All varieties of the season

FRESH
FROZEN
SMOKED
DRIED
SALTED
PICKLED

When you place your fish order with us you can depend that it will be filled with the **highest quality, selected fish** caught in the world's finest fishing grounds.

Whatever you need in the "fish" line let us know; if it swims we have it. We will gladly mail you our Weekly Fish Bulletin on request.

"WHITCO" BRAND

Solid Meat Oysters

It will pay you to arrange your season's supply with us, and use our **Quality Oysters.** You will always receive NORTHERN GROWN OYSTERS and they will be from CERTIFIED GROUNDS. These oysters are always RIGHT. They will STAND UP, if kept chilled, much longer than ordinary oysters. You can order them freely and with reasonable care, go through a season making BIG SALES and NO LOSSES.

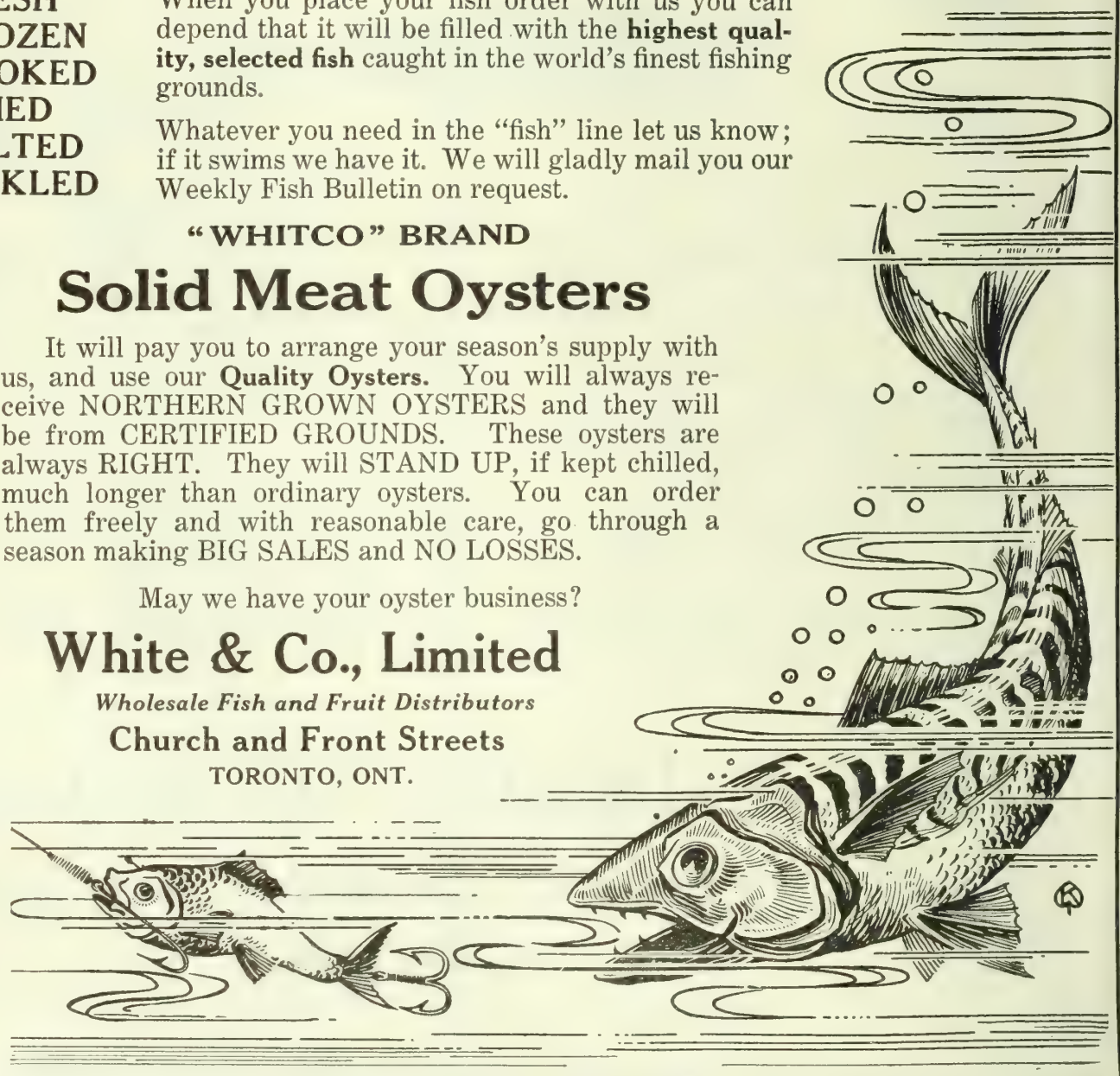
May we have your oyster business?

White & Co., Limited

Wholesale Fish and Fruit Distributors

Church and Front Streets

TORONTO, ONT.





"Sealshipt Oysters"
In Glass Jars



Fresh from the Sea to the Consumer

For the Better Class Trade

Oysters are not a necessity and how often the consumer will purchase them depends entirely on the satisfaction experienced when eating them. A lower price will not compensate for inferiority in oysters.

"Sealshipt Oysters" in glass jars are packed to a standard and not to a price. They are put up the best we know how. Back of these goods is the strongest oyster organization in America. There is no worthy substitute for "Sealshipt Oysters" in glass jars. Refrigeration is absolutely necessary as these oysters are packed without any preservative. The price is $6.50 for the 1 dozen case and $12.50 for the 2 dozen case. On the matter of bulk stock it is the same stock as we pack in the glass jar. The Three wine gallon package, which is 2½ Imperial gallons, is $12.30; the Five wine gallon package, which is 4 1/6 Imperial gallons, is $20.00.

Do not overlook the advantages of obtaining your supply from an exclusive oyster house. We devote our entire time and ability to the one thing we know best.

CONNECTICUT OYSTER CO., LTD.

"Canada's Exclusive Oyster House"

50 JARVIS STREET - TORONTO

MINCE MEATS

READY FOR
DELIVERY

WETHEY'S

Standard	Mince Meat
Extra Standard	do.
Ready-to-Use	do.
Home Made	do.

Our CONDENSED MINCE MEAT is procurable at all times.

Order from your jobber.

J. H. WETHEY, LIMITED
ST. CATHARINES, ONT.

QUALITY TALKS



QUALITY TELLS

"RESULTS"

are often spoken of in a boastful way, but confirmation of the claims made is frequently lacking. The history of "SALADA," the figures of our increases published in this paper from time to time, contain sufficient tangible proof of our claims. "SALADA" has stood the test of time, the test of the severest competition and, above all, the SALES TEST, tests which have won for thousands of grocers a large and profitable tea trade, to the detriment of the tea peddler, a fact which says more for "SALADA" quality than anything we can say.

Does any other tea you are selling possess such qualities?

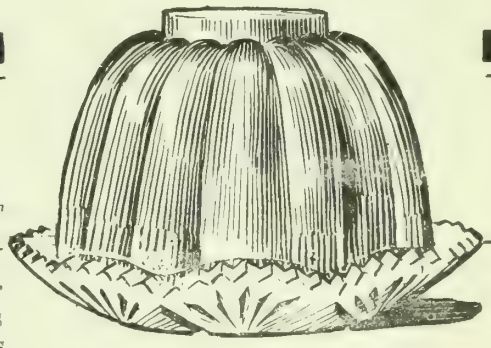
Will they stand the test?

THE TIME TO SELL "SALADA" IS WHEN YOU WANT MORE BUSINESS. TRY IT. NOW.

"SALADA," Toronto and Montreal

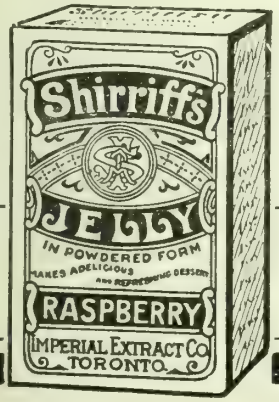
Opportunity

"A wise man will make more opportunities than he finds." *Bacon*



SUGGESTION increases sales. By pointing out to your customers that the most delightful, tempting desserts can be made at small cost from Shirriff's Jelly Powders —you can soon increase your profits by substantial amounts.

Shirriff's jellies can be served in perfect taste—at luncheons, afternoon teas, suppers—whenever the occasion calls for a dainty, delicious, appetizing treat. They are the ideal dessert. Beneficial and especially appealing to invalids, those on special diets or ill. In all popular flavors. By National Advertising we create the demand for Shirriff's Jelly. Stock Shirriff's and you will have no trouble turning it over.



IMPERIAL EXTRACT COMPANY
Toronto, Canada

HAROLD F. RITCHIE & CO., LIMITED, TORONTO and MONTREAL

Shirriff's JELLY POWDER

SEASONABLE LINES FOR
Fall Requirements

should be ordered early to insure
PROMPT SHIPMENT

All our goods are guaranteed of the highest quality.

FRENCH OLIVE OIL

Purest, Best and Finest.

CAISSON & BROCARD

NICE, FRANCE

Shipment now in store

Barrels, about 40 gallons.
Cans, about 5 gallons.
Cans, 1 gal. ½ gal. ¼ gal. ⅛ gal. 1-16 gal.
Cases of 2 doz., 4 doz., 8 doz.
Bottles, 16 oz., 8 oz., 4 oz.

Contents marked on each bottle and tin.

Virgin Olive Oil, guaranteed to keep.

We have the finest assortment of Groceries, teas, coffees and spices.

We specialize in in teas and coffees and our experts have many years of experience in these lines.

Let us help you increase your clientele.

HERE ARE A FEW ARTICLES THAT MIGHT INTEREST YOU WHILE THEY LAST

Genuine Tarragona Soft Shell Almonds

(Tare) about 110 lbs. .20 lb.

Pink Salmon, ½ lb. tins

The Very Finest. 8 doz. per case, $1.00 doz.

Terms net. - - F.O.B. Montreal.

We have the service for you. **Our Motto: Satisfaction Every Time.**

L. CHAPUT, FILS & CIE, LIMITEE

WHOLESALE IMPORTERS **MONTREAL**

Established in 1842.

THOMAS OVER MELLOR tells how he has made such a remarkable success of his grocery business.

"We change the windows every week."

"We specialize on **Red Rose Tea and Coffee.**"

Back from service overseas, Thomas Over Mellor bought a grocery business at Minnedosa, Manitoba, and at once started sales-increasing ideas working for him. After three months from taking over the business, Mellor had doubled his takings. These last three months he has almost doubled sales a second time. How has he managed to do it?

"We do our best to always have our store attractive," T. O. Mellor stated. "We bring goods to the front, changing all interior displays frequently. We change the windows every week, specialize on Red Rose Tea and Coffee, Gold Standard goods, a breakfast food, fruit or soap, for instance. I think you might say that display, strict attention to customers, buying close and selling at a reasonable profit have contributed most to our success."

Walk into this Minnedosa store as a customer. You may be served by a clerk, but you will not go out without the proprietor having spoken to you pleasantly. Mellor makes the most of a pleasing personality. Perhaps that is the chief factor in his success.

Drop into his store again, half a dozen times in the course of a month. Each time you perceive a change. Each change is planned to make a pleasing impression, to act as a gentle stimulus to the brain. You sit up and take notice, as it were. You see things and you are conscious of the things you see displayed temptingly. You want them. You buy more than you came to purchase. A new window display catches your eye a few days later. "I'll get some of that on my way home," you say to yourself. And you do. Moreover, you also get one of several other things simply because you could not help but see them while in the store—and they looked so good.

In other words, T. O. Mellor thinks for his customers. Probably this is the second factor in his success.—Winnipeg and Western Grocer, September 15, 1920.

With Our Compliments to Mr. Mellor

T. H. Estabrooks Co., Limited

St. John **Montreal** **Toronto** **Winnipeg** **Calgary** **Edmonton**



When you suggested "Keen's" You Said Something

—because you "tipped" your customers to a most reliable mustard. Also your suggestion will have brought its own reward in satisfied customers.

Canadian Agents:

MAGOR, SON & CO., LIMITED
MONTREAL TORONTO

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CANADIAN GROCER

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Should a Manufacturer be Held Responsible for Baking Powder After Leaving the Factory?

The Government Analysis Shows That Many Brands of Baking Powder Are Misbranded—Recommends That Manufacturers Be Required to State Contents on Labels—Some Brands Found to Be Adulterated.

A RECENT bulletin issued by the Department of Health, Ottawa, contains some important information in regard to the different brands of baking powders. The inspection and analysis have brought out the point that there are baking powders on the market that are labeled in such a manner that the contents are misleading. Brands, upon which the words "egg" and "cream" appear, when analyzed, were found to contain nothing whatever of that nature. Others were found to contain alum, whereas the label stated that the contents contained no alum. Others again stated on the labels that they were "stronger than other brands." "No food will be as light, sweet and digestible, entirely free from tartaric acid, alum, rochelle salts, lime, or ammonia, as when made with ——— baking powder." "Specially designed for a particular brand of flour." "In purity and healthfulness has no superior, and in excellent results no equal." These statements, according to A. McGill, chief analyst, "are so glaringly absurd that no intelligent buyer should be deceived by them. It can only be among the most credulous and ignorant that any extended sale results from such ridiculous claims."

Of the 353 samples of baking powder collected throughout the Dominion, 46 were found to fail to meet the requirements and were classed as adulterated. As the standard had already been in force fifteen months when the samples were collected, ample time had been allowed to the trade to adjust its goods to meet the requirements of the law; legal proceedings have been taken in every case.

Seven samples made claims upon the labels which were not borne out by the analysis. Nine samples had names that were more or less misleading and gave the purchaser to understand that he was buying a superior article. The manufacture of a baking powder is by no means a difficult matter, nor does it involve the use of expensive plant. Hence many undertake this work who have limited acquaintance with the principle upon which it is based. It is therefore quite possible that some of the exaggerated claims made for their products by manufacturers are due rather to ignorance than to fraudulent intent.

Merchants Should Watch Stocks

The worth of a baking powder to the consumer is directly dependent upon its gas producing power, under the conditions of baking. Deterioration in this respect is inevitable if the article is kept too long on the shelves of the merchant.

A. Papineau Couture, public analyst, in his report on the inspection of baking powders, says: "Baking powder has been examined on six previous occasions in these laboratories, but this is the first systematic inspection which has been carried out since our standard was established in 1918. This was first issued under authority of an order in council dated March 8, 1918; it defined baking powder, required that the name of the acid constituent be marked on the label, defined alum, and established a minimum yield of 10 per cent. of available carbon dioxide. These standards were cancelled by an order in council dated August 17, 1918, which merely defined baking powder and established a minimum of 10 per cent. available carbon dioxide. It is worthy of note that though not compelled to do so by law several manufacturers print the composition of their powders on the label.

Of the samples reported 18 yielded slightly less than 10 per cent. gas and have been allowed to pass, while 47 of them fall considerably below the standard and have been declared adulterated.

A very interesting point has been brought out by these cases, viz., How long after the baking powder leaves the factory should a manufacturer be held responsible for its quality? In other words, how long will the baking powder keep without undue deterioration?

As far as can be judged from the correspondence which has come to this laboratory with the legal proceedings taken against the vendors of adulterated samples, Canadian manufacturers do not seem to wish to shirk the responsibility which should rightfully fall on them, but on the other hand they do not wish to stand the loss which a retailer may have brought upon himself by overstocking, and they feel they are not bound to make good to the retailer a fine which may have been imposed for the sale of baking powder which had been kept on the shop shelves for several years and had considerably deteriorated through no fault in manufacture. It seems to me that this stand is well taken, but the question remains: "How long is the manufacturer responsible?" Experience proves, however, that a well packed baking powder may be kept for several months, or even for a year, without any material change. The maximum time which a baking powder can be kept would doubtless depend on the nature of the packing, and it is quite possible that in certain cases it might be considerably over a year. It would be of utmost importance to Canadian manufacturers and also to the retailer that the date of manufacture be stated on each tin or package of baking powder."

Contents of Packages Misbranded

Seven samples were found to contain alum when the label stated that they contained no alum. There is nothing in the laws prohibiting the use of alum as an ingredient in baking powders, nor is it required of the manufacturers that

Continued on page 42

Display and Service Secret of Profitable Fish Business

Montreal Grocer Sell Two Tons of Fish Weekly—Window and Counter Displays the Reason.

By Staff Correspondent Canadian Grocer

MONTREAL.—(Special.) — That fish can be a profitable side line to a grocery store seems to many a grocer to be doubtful, and perhaps impossible. Many grocers express the opinion that it cannot be carried profitably along with other grocery lines, and that fish is hard to sell and dirty to handle. The management of the Montreal Public Markets have disproved this theory, at least, to their own satisfaction. Further, it seems impossible that the window of a grocery store in the busiest section of St. Catherine Street, Montreal, dressed with fish, could be the centre of attraction between five and six o'clock at night, when the streets are crowded with business people wending their way homeward. Yet this too is the case in the aforementioned store. This attractive window has been the means of building up a large fish business despite the fact that it is purely a cash and carry store. "It is surprising," said Romeo Stanford to Canadian Grocer, "how much fish our customers themselves carry out of here every day."

There is truly an art in dressing a window with fish so that it will be as attractive as the window of Montreal Public Market. This window has a foundation of ice, which is covered over with a number of white enamel trays. In each tray are just a few slices of fish or a few cleaned fish. Romeo Stanford, who is manager of this department, informs Canadian Grocer that the fish in the window is changed two or three times a day so that it never loses its fresh and inviting appearance. Along the front of the window are trays of kipper herrings, bloaters, finnan haddie, and other cured fish. Behind these are trays of fresh cut slices of halibut, fillet haddie, mackerel and fresh lake fish. In the centre of the window a very attractive tray of thin slices of fresh red salmon stands out among the white fish in the window. The border of the window is trimmed with green vegetables, making a very picturesque frame to the whole display.

Mr. Stanford won for his store last year the silver cup for the best fish display on the National Fish Day. As Mr. Stanford says, "if the people do not see the fish they certainly will not buy. It is the power of suggestion that sells fish. To many people the idea of fish is obnoxious, since they imagine it entails considerable work and undesirable odors. We have endeavored to prepare our fish for display in such a way that the public will understand that it is no harder to cook a fish dinner than it is to cook beef steak. All our fish are cleaned and ready for use. Our halibut, salmon and the larger fish, are all cut in slices ready for the pan. When the display is made like this people are persuaded to take home enough fish for dinner. In this way we have built up large sales, especially at the evening hour. The best selling fish at this time of the year we find to be the fillet haddie. We sell from 25 to 28 hundred pounds of this fish every week. Our total sales for the week during the spring and fall are very close to two tons. In one shipment this week we have received 1,500 boxes of kippers."

The counters displaying the fish in this store are all the open refrigerated style. The front is glass, and brine is circulated through radiators at the rear of the counter. Here, too, white enamelled trays are used for display. On each tray are kept fresh supplies of fish. The management informs Canadian Grocer that these displays are changed from three to five times every day. This store does not believe in displaying whole fish to any extent. Mr. Stanford says that a fish in its natural state suggests to the buyer any amount of trouble in preparing it for the table, and the inclination to buy is overcome with the thought of cleaning the fish. "A display of fish ready for the frying pan will make big sales," said Mr. Stanford. "The price of fish has not nearly kept pace with the inflated cost of living. It is always a dainty, wholesome and inexpensive dish. We place little cards on each dish of fish displayed, naming the fish and quoting the price. People do not seem to realize how economical fish is, and when they see an attractive display with a comparatively low price the sale is made. Above all things the display is the most important thing in developing the sale of fish."

When asked by Canadian Grocer what advice he would give to a man entering into this branch of the business, Mr. Stanford said, "I have been specializing in this business for 15 years, and in all of that time I have endeavored to study carefully all the factors that go to make a success of the fish business. The word SERVICE in my opinion is the key to success. I would advise a man entering this business to start with a very small stock but one of quality. Then I would suggest that he watch it very carefully, sparing no trouble or effort to turn it over quickly. We have found that when careful service is given the buyer becomes a customer, and we can very nearly count on their business. It never pays to take any chances on selling poor fish. People are far more critical of fish than of any other article of their food. If this care is taken it will not be very long before the present stock is turning over freely. It is then time to order a larger supply and with this, too, to extend every effort to sell it all quickly. The merchant will be surprised how quickly the sales will mount up. It pays far better to throw out five or ten pounds of fish than to try to sell it when it is even doubtful. If at first special care and attention is given the number of good customers that will result will later provide such a quick turnover that there will be no more worry as to the condition of the fish. To a merchant beginning in the fish business my advice is to make a feature of display and service. I have found that when this principle is followed, fish is an excellent seller."

Flour Declines 50 Cents Barrel

The Manitoba Wheat Market Depressed—Quotations on Both Futures and Cash Grains Lower—Manitoba Oats Also Weak.

PRICES of flour again declined since last issue of Canadian Grocer, a reduction of 50 cents per barrel is announced on all grades. This makes the second decline within the week. First Patents are now quoted at $13 in jute bags on track. Second Patents are quoted at $12.50 per barrel in jute bags on track.

Manitoba wheat has been steadily receding, futures are around 13 to 17 cents lower, with cash grain moving down in sympathy. October option is around $2.19, November at $2.15, and December at $2.04, while No. 1 Northern on spot is quoted at $2.24. The reduction in flour prices was the consequence of the sustained decline in wheat.

An interesting feature in the grain market is the fact that large quantities of Canadian wheat have been sold in the United States, where Canadian dealers can undersell the American product, taking their profit out of the premium on American funds.

Manitoba oats also continue to decline, futures being down one cent to 2½ cents, while cash prices are down one cent. Ontario grains show little change except that they continue to tend easier under the lead of the Western markets.

Manufacturers State That Pickles Will Not Be Lower

Bottles Are Costing Double Last Year's Price —Higher Prices Are Paid for Cauliflowers, Onions and Cucumbers Which Are Only a Fifty Per Cent. Crop—Statements of Manufacturers in Various Parts of Canada.

MANUFACTURERS of pickles, when interviewed by Canadian Grocer upon the possibility of a decline in pickles, are all of one mind that there can be no lower prices for this season's pack at least. They point out that, although in many districts the acreage of cauliflower, onions and cucumbers is greater than last year, the crop is only about 50 per cent. and they are compelled to pay fully 50 per cent. higher prices than last year. Containers and increased freight rates have also to be considered. Recently bottles advanced three dollars per thousand, which means double the cost of a year ago, ten gallon oak kegs are costing $3.90 more than one year ago, about the first of the year freight rates advanced 25 per cent. and on top of this comes the 40 per cent. advance which took effect September 1st, which makes a total increase on freights since last year of 65 per cent. Another feature in the situation is the inflated cost of cases. A few years ago pickle manufacturers universally adopted the corrugated cardboard case because wooden cases were costing such a high figure. At the present moment this condition has been reversed, cardboard boxes are now costing fully ten per cent. more than the wooden case, so that many manufacturers are again using the wooden case.

"We are paying 50 per cent. more this year than last for cucumbers, onions and cauliflowers," stated H. S. Fisher, of Libby, McNeil & Libby, Limited, Chatham, Ont., "the crop in our district is only about 40 per cent. of normal. Cauliflowers are extremely scarce, present indications are that we will not have sufficient to meet our requirements and we will probably have to buy cauliflower in brine from the United States. The higher cost of bottles, kegs, vinegar and freights, all make pickles cost more to manufacture. There can be no lower prices for this season's pack. There is even a possibility that prices will be higher."

R. W. Bishop, of Bishop & Pringle, Owen Sound, Ont., stated: "We have a 50 per cent. decrease in crop of vegetables, especially cauliflower, onions and cucumbers, and we are paying fully double the price paid last year. Up to the present we have not received sufficient to meet our requirements." When asked if the receding sugar prices would not tend to bring down the price of sweet pickles, Mr. Bishop replied, "No! That is not possible, the increased cost of containers will more than offset the lower prices on sugar. Then take freight rates, this last increase of 40 per cent. means five to 15 cents per dozen increase on pickles in the first handling only, from our factory to the wholesaler. Then there is the increased freight rate again to be added when the wholesaler distributes to the retailer."

F. H. Lytle, of T. A. Lytle Co., Ltd., Toronto, Ont., said that "We are finding it difficult to get vegetables even at the advanced prices over last year. The crop this year is only half of other years. I am afraid that if merchants continue to hold off buying, that when they do buy, we will not be able to fill their orders. Prices cannot come down for the reason that everything we are using in the manufacture of pickles is costing more. Bottles have recently advanced $3 per thousand, which makes them double the price of last year. Then it is a difficult proposition getting bottles. The glass works just take our order and make delivery when they please."

D. A. Nelles, of Lea Bros., Ltd., Simcoe, Ont., stated: "We have a small crop of onions, cauliflowers and cucumbers, and will not estimate more than 60 per cent. This shortage coupled with the higher price we are paying for vegetables and the increased cost of containers, will not have a tendency to bring down the price of pickles. In fact we are looking for higher prices before next summer."

"With bottles, cases, kegs and freight all on the increase, it is impossible to have lower prices on pickles," so stated A. W. Smith, of the Wm. Davies Ltd., Toronto, Ont. "Cauliflowers, cucumbers and onions for pickling purposes are a very light crop, probably only 50 per cent., for these we are paying considerably more than last year. Why, bottles alone are double the price of last year. We anticipate that next summer will see the highest prices on record for pickles. We manufacturers do not want to see higher prices, we would sooner see them come down. When pickles are cheap people eat more of them, which, of course, is good for business."

New Food Building Again Discussed

Committee of C.N.E. Exhibitors to Have Plans Drawn Up Showing How Building May Be Laid Out to Advantage.

TORONTO, October 6 (Special)—A meeting of the executive committee of the Food Products Association was held on Tuesday of this week in the rooms of the Canadian Manufacturers' Association. Chairman H. N. Cowan of The Cowan Company presided, and every member of the executive was present, including H. C. Scully, James Wagstaffe, of Hamilton, W. G. Patrick, Joseph Ruddy, George Hortop, R. E. Lennox, and the secretary.

The secretary reported an interview with H. W. Watters, assistant manager of the Canadian National Exhibition in connection with the proposed new Food Building.

It will be remembered that W. G. Irving, vice-president of the Exhibition, told the food manufacturers that the directors considered the Transportation Building the best laid out on the grounds and that they favored the erection of a similar Food Building. A ground plan of this building was secured from Mr. Watters with dimensions and a suggested plan for the ground floor of the new Food Building drawn up by the secretary was discussed. A general idea was secured from the members present as to what was desired and on the suggestion of the chairman, Mr. Cowan, an architect will be asked to submit rough plans to be considered at the next meeting.

The secretary was instructed to have letter-heads printed and to remind those desiring to join the association of the annual fee. The committee will endeavor to see as many exhibitors as possible to determine how many of them are willing to contract for exhibit space. Spaces suggested for the new buildings were, some 20 ft. by 18 ft. in dimensions, some 17 feet by 12 feet, and others 15 feet by 12 feet. The first mentioned would be in the centre of the building and the others around the sides.

Another meeting of the executive will likely be held within the next week or ten days.

SMYRNA SULTANA RAISIN CROP SHORT

The 1920 harvest of sultana raisins in Smyrna will probably not exceed 23,000 tons, as compared with 30,000 tons last season. About 400 tons of sultana raisins were forwarded to London and Liverpool during the first week of August. Prices realized ranged from $24 to $25 per 112 pounds, c.i.f. in boxes of 30 to 36 pounds.

Labor Conditions Affect Harvesting of Oysters

Boat Crews Are Demanding an Eight-Hour Day and Higher Prices Are Ruling—Twenty Per Cent. in Advance of a Year Ago.

LABOR conditions are interfering to a very considerable extent with the harvesting of the oyster supplies, according to the opinion of T. J. McKey, of the Connecticut Oyster Company, Toronto. The boat crews are demanding an eight hour day, and just at present their demand is causing more or less anxiety to the producing companies. Employers are facing a difficulty that means much to the oyster market. Not only will this request of the crews mean curtailed supplies, but also higher prices. In many instances it takes fully two hours for the boats to reach the oyster grounds, and two hours to return. With the time off for lunch there would not be much time left for gathering the oysters. Only 200 bushels of oysters are now being gathered in the time it used to take to harvest 300 bushels.

Supplies May Be Limited

It is stated that the supplies will be somewhat limited, not only due to the unsatisfactory labor conditions, but to the fact that the fish spawn has not been fertile for a period of seven years. It has been growing less each year, and the quantities available have been gradually diminishing. Whereas a few years ago, in Connecticut and Rhode Island there were easily 125 producers, there are only four companies that now have grounds. With the demands of the workers met, it will easily mean as much as $15 per day to these oyster gatherers.

Prices Will Be High

Prices of oysters to the trade this year are going to be high, more than 20 per cent. in advance of last season. In the event of the wage increases being granted, it will mean still further advances. Importers at the present time are quoting oysters at from $4 to $4.20 per wine gallon. In spite of the marked gain in quotations to the trade in 1919-1920, as compared with 1918-1919, the volume of business done was fully 25 per cent. greater. A great many new accounts were opened up, and the stronger prices notwithstanding, business this year promises to be on a larger scale than ever. Any curtailment in consumption at the present time is not anticipated. The season for oysters has just opened, and buying of the same is active.

Merchandising Oysters

Regarding proper merchandising of oysters, a good many merchants were now handling them to the consumers in the glass containers. Selling them in this way has proved both satisfactory and profitable to the retailer. In order to handle the sealed containers proper refrigeration is essential. They must be kept in a temperature not above 45 degrees. A great deal of loss has been encountered by grocers and other dealers in not keeping the oysters in a place sufficiently cold to preserve them.

Other merchants are making a success of selling their oysters in bulk quantities, and assert that they can make more money out of them. The honest merchant, in selling the bulk oysters, must compete against the dishonest fellow who is adding water to his oysters, and selling them at a figure under that which the honest retailer should have, in order to make a fair profit. Putting water to the oysters destroys the flavor of them, and renders them an inferior article. Handling the bulk oysters can be profitable and may be so without adulteration or the addition of ice or water.

Coal Shortage Reflected in Evaporated Apple Pack

Little Export Business Expected—The United States a Competitor for Overseas Trade—Prices to be Lower.

THE shortage of coal is an important factor in the evaporated apple situation at the present moment. Many factories are having difficulty in procuring sufficient coal to put them over the evaporating season and the amount packed will depend a great deal on the coal question. Another feature is the fact that the outlook for export business is very uncertain, as yet little enquiry has been made for overseas trade. The United States have become large packers of evorated apples, and as these are offered to the trade overseas at lower prices than Canadian evaporators, it is altogether likely that the major portion of the export business will find the way to United States markets.

The quality of the Canadian apple crop this year is the best in several years, which will be reflected in the quality of the new pack evaporated. Evaporators are looking forward to an exceptionally fine quality of evaporated apples this season. It is yet too early in the season to estimate what quotations will open at, but it has been said that prices will be lower than last year.

Increasing Sales on Fish and Meat Sauce

"Know Something About the Line You Are Selling and Put Selling Effort Behind One Brand," Says W. C. Coates, Brampton, Ontario

"WHEN a customer asks for fish or meat sauce I always take off the shelf the three lines I am selling, lay them side by side on the counter and tell the customer all I know about each kind," stated W. C. Coates, retail grocer, Brampton, Ont., to Canadian Grocer representative, and in so stating he took from the shelves the three lines to demonstrate his method of salesmanship. "The more I can learn about the article I am selling, the better I can speak with authority; the customer is always willing to hear something about the article she is buying and she is more satisfied with her purchase; not only that, but it tastes a lot better when something is known about it. Now, here are two bottles of sauce, both made in England from practically the same ingredients, sweet spices, fruits and vegetables, c leverly compounded. They are both equally as nice on either fish or meat, hot or cold. and give a tantalizing flavor to soups. and even the flavor of cheese is improved with a few drops. This ——— brand is the one I am selling the most of."

"Why do you push the sales of that brand when you state that the brands are identically the same?" was asked.

"Just because I make it my policy to get behind one special line; not only sauces but on every line carried in stock," continued Mr. Coates. "This is not a very good town for sauces because nearly every one has a garden, grow their own vegetables, and make their own sauces. However, I have no complaint to make on my sales of sauce, and I do think that my method of selling has something to do with it. I am selling two cases of —— sauce to one of the other. Just to illustrate, yesterday a lady came in who was not a customer of mine, said she was over to Mrs. —— for dinner the night before, and they had ——— sauce. It gave such a different flavor to the chops that she enquired of Mrs. ——— where she got it, and found out that it came from this store. The result was a sale to that lady. Now that's what I call good advertising."

Imported Chicken Soup Not Arriving

The Law Requires a Post-Mortem and Ante-Mortem Certificate of Inspection on Canned Chicken Soup and Poultry Entering Canada—No Shipments Coming Through

MONTREAL (Special). — For some months there has been a severe shortage of canned chicken, chicken soups, and in fact any canned goods in which poultry is used. This very noticeable shortage among the retail stocks has been perhaps most acute in the city of Montreal and in the immediate district. There is perhaps a good reason for this shortage. There is a certain demand for imported canned chicken soups, particularly some brands packed in the United States, and our Government has made a law that all canned meats, including chicken, entering Canada, shall have with them a certificate of post-mortem inspection, and in some cases ante-mortem inspection.

As neither the U. S. Government nor the British Government has a law that requires these inspections, importers here are unable to get the required certificate, and the goods are not allowed to enter Canada.

This law prohibits the importation of many French and English delicacies such as pate de foie gras. It is impossible for local agents to obtain certificates of inspection of the fowl used in the particular shipments received by them. Other governments do not require this inspection. In fact, Canadian Grocer is informed that Canada is the only country in which ante-mortem and post-mortem inspection of meats is enforced.

Mr. Paul, of Walter Paul grocery, Montreal, in conversation with the Canadian Grocer representative, remarked: "It is nearly a year since we have been able to obtain supplies of either imported chicken soup or canned chicken. Our stocks of these have run very low. We can offer the Canadian packed chicken soups, which are daily gaining favor with the public, but some of our customers demand some of the imported lines. It is hard to tell just what is the Government point of view in connection with this law. If it is to protect the Canadian manufacturers they are certainly succeeding in doing so, since we cannot import any of the U. S. brands at the present time. If, on the other hand, it is their intention to protect the Canadian public against disease or poorly packed meats, they are also prohibiting a trade with the United States which creates a healthy competition beneficial to all. It is not fair to Canadians or to our neighbors to prohibit competition. We must admit that there is a big demand for these imported canned soups. Besides this, in the city we find requirements for delicacies which can only be obtained in England and France. The rigid inspection and requirements in connection with these packs make it almost impossible for us to obtain these supplies for our customers."

Mr. Smyth, of Rose & Laflamme, Montreal, agents for Campbell's soups, said to Canadian Grocer: "We have been doing our utmost to make some arrangement with the Government either in Canada or the United States to allow us to import these soups other than the vegetable soups, which we are able to bring in. The law at the present time makes it absolutely impossible for us to obtain supplies of chicken soup, especially in Montreal. It has been rumored that at other ports supplies have been passed by customs. However, if the law prohibits the importation we certainly do not want to infringe on such legislation. On the other hand, the U. S. Government does not see fit to make compulsory such inspection as the Canadian Government has enforced. As a result we are unable to import our stocks."

J. H. Magor, of Magor, Son & Co., Montreal, who represents the Franco-American Co. in the United States, finds the same difficulty as do the other importers in obtaining supplies of chicken soups for distribution in Canada.

Toronto (Special).—The same condition as stated in the above despatch exists in Toronto. Chicken soups and canned poultry packed in countries other than Canada have not been arriving for many months for the reasons stated above. A small shipment did get through some time ago, but this was only a few cases that were shipped along with a large consignment of other goods. Any supplies of imported canned chicken soup or poultry that are on this market have been in stock previous to the Act coming into effect.

British Meats Barred

"Under amendment of April, 1919, to the Meat and Canned Foods Act of Canada, revised regulations were drafted which prevent the importation from the United Kingdom of all meat products, including potted meats, pastes, poultry, calves foot jelly, ox tongues, etc., unless accompanied by a certificate signed by a Government inspector," stated J. T. Menzies, of Stewart Menzies & Co., to Canadian Grocer. "In view of the fact that the United Kingdom has no Government form of inspection it is not possible for the British manufacturers to comply with these regulations, and therefore their goods are barred from Canada. Whilst we appreciate that the endeavors of the Canadian Government are to protect the public from impure products, we feel that the clause should provide some means whereby reputable houses could still be permitted to ship their products accompanied by a chemist's certificate, and we consider it would be more just for the Canadian Government to specify the standard of quality desired, when we are confident that all our goods would surpass this measure with ease."

The United Commercial Travellers' Association, Winnipeg, opened their social season last week with a dance in the Fort Garry Hotel. About 250 people were in attendance. Dances will be held throughout the winter every fourth Friday in the month at the Fort Garry Hotel.

Customs Duty on European Imports Levied on Gold Value of Goods

An Important Ruling Affecting Imports—Some Grocery Lines Affected—Jams, Sardines and Vinegar not Affected as These Carry a Straight Duty.

THE new customs' ruling announced by the Commissioner of Customs at Ottawa will have the effect of making reductions in the duties on goods from Great Britain and all other countries in Europe where the exchange rates in Europe are favorable to this country. With the adverse exchange relations existing between Canada and the United States which will place the gold, or real value of goods bought in the United States, above par in terms of Canadian funds, while at the same time similar goods are quoted at below par in Britain and other European countries, there will be a natural diversion of orders to European markets, especially to that of Great Britain, with which country Canada will have the additional benefit of preferential tariffs.

Some Lines Not Affected

J. T. Menzies, of Stewart Menzies & Co., Toronto, in discussing the order, stated to Canadian Grocer that there are many grocery lines that will not be affected. For instance, sardines have a straight duty of 2½ cents a can, vinegar 10 cents per gallon, and jams 2¾ cents per pound. On the other hand such lines as custard powder, soups, pickles, confectionery, curry and gravy powders, nuts, currants and raisins will all be affected. The amount of the reduction will depend upon the rate of exchange existing at the time the goods were shipped and invoiced.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIMES

The Bridgeburg Co-operative Association opened their store a few days ago. The Bridgeburg Co-operative Association will have a capital of between $20.-000 and $30,000.

QUEBEC

V. Vincent, grocer, 73 Ethel Street, Verdun, Que., has sold his business to A. Filiatrault.

W. O'Shaughnessy has sold out his grocery business at 601 9th Avenue, Rosemount, Que., to Elias Moussin.

R. Ducharme has bought the grocery business of H. Paquin at 3645 St. Hubert Street, Montreal.

Mrs. J. Brunet has bought the grocery business of T. Mercier, 370 Richmond St., Montreal.

Joyce & Co., Limited, Montreal, have moved their offices from 307 St. James St., to 207 St. James St., where they have secured larger offices.

Z. Hebert, president of the wholesale grocery firm of Hudon, Hebert & Cie, Montreal, who has been in Europe since last April, arrived in New York October 5 on the SS. Olympic. He is expected back in his office by the end of the week.

ONTARIO

Arthur Truzzell, Toronto, has sold to G. H. Baker.

Clifford E. Hough, Toronto, is discontinuing business.

E. C. Davies, London, Ont., has sold to W. S. Beam.

D. Brown, Westboro, Ont., has sold to W. J. Carruthers.

Walter Greenbalgh, Southwood, is commencing business.

W. J. Carruthers, Westboro, Ont., is commencing business.

Wm. Hore, retail grocer, Orillia, has sold to John Dailey.

C. T. Messick, Toronto, is disposing of his grocery business.

J. F. Blondin is opening a grocery business at Iroquois Falls, Ont.

E. W. Jeffress, of E. W. Jeffress & Co., Walkerville, Ont., is on a business trip to South America.

Charles Miller, Toronto manager, Red Rose tea, was in Windsor, Ont., this week on a business trip.

J. T. Menzies, of Stewart Menzies & Co., Toronto, has returned from a business trip through the Western Provinces. Mr. Menzies states that the merchants throughout the West are in a cheerful frame of mind in regard to business and are looking forward to this coming season as one of the best.

The grocery store of Martin and Poirtier, Kenora, Ont., was destroyed by fire recently. The loss is estimated at $10,000.

J. J. Blackburn, Smith's Falls, Ont., having decided to retire from business, is disposing of his stock at cost.

The Laing Produce and Storage Co., Ltd., Brockville, Ont., is installing machinery whereby it will make its own cans for its products.

A reward of $200 is being offered for information leading to the arrest of the person or persons who broke into the store of J. D. Wisdom in Allendale, Ont., recently.

W. J. Snelgrove, James Street, Parry Sound, Ont., purchased the flour and feed and grocery business of John Purvis & Son., James Street, and will continue same at present location.

T. H. Kinnear, president of the wholesale grocery firm of Thos. Kinnear & Co., Toronto, on a recent visit to the company's branch in Galt, Ont., announced that the company contemplated erecting a warehouse in Galt in the near future.

Abner S. Willard passed away very suddenly last Friday at his residence, 65 Spencer Avenue, Toronto, from heart failure. Mr. Willard was a resident of Toronto for over 30 years, and, along with his brother established the wholesale provision business of Willard & Co. He was born in Sheffield, in Wentworth County, and is survived by a widow and three daughters.

WESTERN

E. J. Bull, retail grocer, Winnipeg, Man., has sold to Geo. W. Oliver.

Albert Dennis, Winnipeg, Man., has opened grocery business.

Holmgren Bros., hardware and grocery, Estevan, Sask., is discontinuing grocery department.

The Dominion Chocolate Co., Ltd., successors to Hooton Chocolate Co., Ltd., of Toronto, have appointed Donald H. Bain & Co., as their Western representatives.

McBride's, Ltd., Moose Jaw, Alta., is inaugurating the cash and carry system in their stores. A small fee is being charged where delivery is demanded.

TO SELL VICTORY TOFFEE

Oliver-Lee, Ltd., Selling Service Corporation, Toronto, handling confectionery exclusively, have been appointed exclusive sales managers in Canada for the Victory Toffee Company, Ltd., Toronto. This makes the third plant of which Oliver-Lee, Ltd., controls the output, the other two being the Repetti factory and the Aromint Manufacturing Co., Ltd. Oliver-Lee, Ltd., report business excellent in all lines.

FIFTY-SEVEN YEARS IN THE GROCERY BUSINESS IN THE SAME STORE

On Saturday last, Henry Swan, grocer, King Street East, Toronto, opposite the St. Lawrence market, celebrated his 57th anniversary in business, and continuously, in the one store. Mr. Swan celebrated by taking stock for the fifty-seventh time.

Mr. Swan was born in Edinburgh on November 20, 1841. When still a boy his family came to Toronto. In 1854, then 12 years of age, Mr. Swan started his career as a messenger boy in a grocery store at the corner of Yonge and Albert Streets. The same year his family moved to Agincourt, and he gave up his job and went with them.

Mr. Swan lived at Agincourt only five years.

In 1859 Mr. Swan went back to the grocery business, this time with the firm of Dodgson, Shields & Morton, then doing business on the present site of Ryrie's jewellery store. Four years later, with his brother Albert, ten years his senior, he started up business for himself on King Street, nearly opposite the market, then the busiest spot in the city.

Since his brother died, 19 years ago, Mr. Swan has continued the business with the help of his sons.

In the old days the store's customers came from all over York County, from Peel and from Ontario. One customer used to come from as far away as Southampton. Some of the customers that started to patronize the store 57 years ago are still buying their groceries there.

CEREBOS LTD. OPEN CANADIAN FACTORY

Cerebos, Ltd., London, Eng., and Paris, France, have opened a Canadian factory in Toronto, Ont., and will manufacture Cerebos salt, Bisto Gravy Maker, Kelto Gravy Salt, baking powder, custard powder, Cerebos pepper and Nevo Health Salts.

The chief chemist of the English works has been sent over to supervise the manufacturing and for testing all raw materials that go into the making of their products. The factory superintendent is also from England.

G. W. Walrond, formerly assistant solicitor for the C .P. R., has been appointed general manager of the Canadian factory.

W. G. Patrick & Co., Toronto, who have been sales agents for Cerebos Ltd. for a number of years, will continue to be the exclusive selling agents for Canada.

Manitoba Retailers Hold Annual Session

Present System of Collecting Business Tax Should Be Changed—Commercial Education Endorsed—Officers Elected.

WINNIPEG (Special).—The annual convention of the Manitoba board of the Retail Merchants' Association, was held in the Board of Trade Bldg., Pres. A. G. Cox, Carman, presiding. Following the address of the president and the reading of the secretary's report, a number of resolutions dealing with various subjects in connection with the association were passed. Among the more important were the following:

Business Taxation

"Whereas the tax commissions appopinted by the city of Winnipeg and the Province of Manitoba, both recommend that the present system of collecting the business tax should be changed in view of the irregularities which exist, be it resolved that the executive take this matter up with the Provincial Government with a view to having the recommendations of the commissions put into effect."

School Books Sales Tax

"That we endorse the action of the association in requesting that the sales tax on school books be removed."

Commercial Education

"That whereas the University of Manitoba has offered commercial education in the form of evening lectures and courses, both of which have proven of great value to those engaged in business, therefore be it resolved that this meeting request the executive to cooperate with the advisory committee on commercial education of the University of Manitoba in the development of a department of business organization and research."

Freight Rates

"Resolved, that this meeting endorse the action of the Winnipeg Board of Trade in deciding to appeal the question of freight rates."

Fire Prevention

"Whereas by a proclamation, His Excellency, the Governor-General-in-Council, has set apart October 8 as Fire Prevention Day, therefore be it resolved that this association co-operate with the Fire Commission of Manitoba in fire prevention.

Community Clubs

"Whereas it is desirable that the work of community development be continued in the Province of Manitoba, therefore be it resolved that your executive take such steps to have a department of community organization and development established under the direction of the Department of Education, so that the clubs so formed will be able to take advantage of the service of the various departments of the Provincial Government."

Officers elected as follows: Hon. president, A. G. Cox, Carman; president, A. F. Higgins, Winnipeg; 1st vice-president, T. A. Canell; 2nd vice-president, W. E. Crawford; hon. secretary, H. M. Dunham; treasurer, J. W. Kelly. Members elected to represent the province on the Dominion board were: A. F. Banfield, H. M. Dunham, T. A. Connell, W. E. Humphries, and C. F. Rannard.

Enforce Winnipeg Closing By-law

Large Number of Stores Were Remaining Open—No Hardship on Returned Soldier Store Owners—Petition of 9,000 Citizens for Stores to Remain Open Had Little Influence.

WINNIPEG.—The Early Closing of Shops by-law is to be immediately enforced in Winnipeg. This matter, which has occupied so much attention of the council during the past few months was finally disposed of when the market, license and relief committee's recommendation that no action be taken to amend the present by-law was endorsed by the council. The acceptance of this recommendation means that the by-law will immediately come into force.

The committee submitted that it had fully considered the question of referring the question to a referendum of the people and asked that no such action be taken, but that the former finding of the committee that the city has no jurisdiction to restrict or prohibit the sale of goods so long as a shop is allowed to remain open and that no action be taken to change the present by-law be concurred in.

R. Stark, who claimed that he represented 100 per cent. of the owners of "one man stores and the retail clerks," urged the council to immediately enforce the by-law as it now existed. He stated that representatives of the interests which he represented had made a canvass of the city to ascertain the number of stores which were being kept open after hours. They found open after 6 o'clock in the evening, 23 stores in Ward 1; 24 in Ward 2, 52 in Ward 3; 32 in Ward 4; 24 in Ward 5; 16 in Ward 6, and 31 in Ward 7. Mr. Stark added that a number of small dealers stated that while they were complying with the law it was proving a great hardship on account of the fact that others were keeping open after 6 o'clock.

It had been claimed that the enforcement of the by-law would create a hardship upon returned soldiers, who, since returning from overseas have opened small stores in the city. Mr. Stark submitted figures compiled by the canvassers, which, he claimed, showed the class of citizens who were keeping their stores open after 6 o'clock.

	Foreign	British	Returned
Ward 1	4	11	1
Ward 2	20	4	2
Ward 3	43	9	1
Ward 4	27	5	0
Ward 5	21	3	0
Ward 6	16	0	0
Ward 7	17	14	3

R. A. Bonnar appearing for the Small Stores' Association, urged that a referendum be taken on the question. He reminded the council of the petition signed by 9,000 citizens urging the council to amend the by-law to allow certain stores to remain open, and submitted that this petition was surely worthy of consideration.

Upon the matter being further discussed by the council the recommendation of the committee that the by-law be enforced without amendment was concurred in with but one dissenting voice.

RETAIL CLERKS OF WINNIPEG FORM ASSOCIATION

Winnipeg. — (Special.) — A meeting is to be held this week for the purpose of organizing an association of the retail clerks of Winnipeg. Temporary officers announce that the association hopes to include in its membership the majority of the 5,000 retail salesmen and clerks in the city.

The association is the outcome of a temporary organization of clerks and salesmen, which was formed for the purpose of urging on the city council the necessity of passing the early closing by-law. According to A. H. Galle, temporary secretary, one of the originators of the association plan, there is need for an organization embracing in its membership all salesmen and clerk employees in the retail business. The organization will not be in the form of a union but will be independent and will have as its purpose the bettering of working conditions in city stores and shops, he said. Strict enforcement of the early closing by-law will be one of the aims of the association.

CLAIM AGAINST WHOLESALERS

TORONTO, Oct. 6 (Special)—A statement of claim has been filed by A. W. Roebuck, acting for the Ontario Attorney-General's Department, against the Canadian Wholesale Grocers' Association, officers of the Wholesale Grocers of Ontario and certain individuals, alleging the existence of a combine in restraint of trade. This is an outcome of the case that came up before the Board of Commerce in the Spring in Hamilton and Toronto. A number of points arise in the statement on which the Attorney-General's Department wants rulings, and if the contentions of the department are upheld, to restrain defendants from continuing their methods. This means that the old question as to the right of the manufacturer to fix his selling price will come in again for much attention.

Cuts Grease



WHEN dish water is run in sinks, the grease congeals and sticks to the drain pipes. Use Snowflake as directed below; it will saponify and make the grease soluble in water.



To clean sink or drain pipes

Dissolve ½ to 1 package Snowflake in pail of boiling water and pour slowly down sink. Will remove all Grime and Grease.

100% Soluble

Creating 294,697 Prospective Purchasers

of

Snowflake Ammonia

for the Grocers of Canada

THE advertisement reproduced on the opposite page is appearing in four colors in the following publications:—

	Circulation
Everywoman's World	104,336
MacLean's Magazine	62,113
Canadian Courier	47,385
Canadian Home Journal	40,434
Western Home Monthly	40,429
	294,697

With an average of four people in every home into which these magazines enter, this advertisement will be observed by over a million people.

Two things remain for you to do:

Give Snowflake a prominent position on your shelves and in your windows,

and

clinch the sales talk begun in this advertisement by boosting Snowflake at every opportunity.

There's a substantial profit in every package.

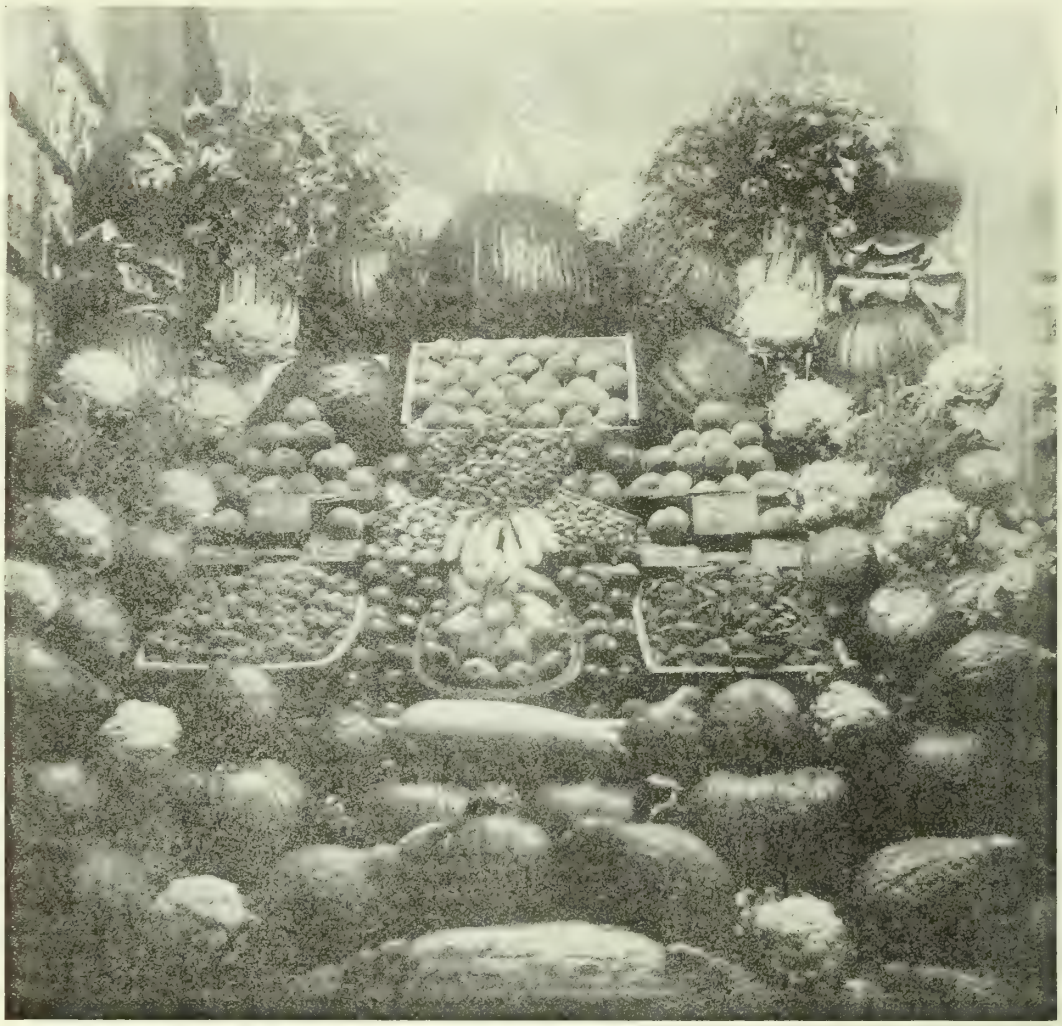
In drop shipments 5 case lots or over freight prepaid.

S. F. Lawrason & Company

London, Canada

Thanksgiving Window Display

Attractive Arrangement of Fruits and Vegetables—Nuts Are Also Suggested—The Season to Start Featuring Good Things for Entertaining.



Handsome display of fruits, vegetables and nuts.

THANKSGIVING DAY festivities are the beginning of the entertaining season and with the exception of Christmas is the one holiday in the year that is universally observed. It is the time when brothers and sisters trek from the four corners of the earth, to once again meet at the old home. Around the festive board, laden with all the good things of this fair Canada, reminiscences of childhood are joyfully recalled.

Thanksgiving time is the merchant's opportunity to start the fall business rolling merrily along. The commodities available at this season are simply immense for attractive displays both in the store and the windows, vegetables, fruits and nuts being the most adaptable at this season.

Then the color combination of a window display of fall fruits and vegetables is most charming, yellow pumpkins, green cabbage, red egg plant, snow white cauliflowers, red and green grapes, interspersed with fancy baskets of walnuts, brazils, pears, rosy red snow apples and other products of the farm with a background of sprays of autumn tinted leaves and vines.

Such a window display could not fail to be attractive and appetizing and the time and work spent on it will come back two fold in increased sales.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

MARKETS generally have a weak undertone and reductions have been made on several lines of commodities, particularly grain products. The trade continues to confine their buying to immediate requirements.

MONTREAL—The supply of beef cattle reaching the market is still very poor. The packers hope for a better supply later. The cheap feed and lower prices on leather may be responsible. The pork market has been steady up till late this week when there occurred a slump which may affect prices during the week. Lard remains firm with a good demand. Butter and cheese is steady with a firm market. The egg market is unchanged with prices remaining firm, cold storage supplies are being called on. The New York sugar market is so low that a change in Canadian prices is expected. Corn syrups and starch are cheaper. There is a further decline in the price of flour. Oranges are lower. Large supplies of peaches have rotted in Montreal warehouses and in transit. Kraft wrapping paper advances once again in price. Twine is lower. Nuts are shaded in price. The trade thinks that opening prices on dried apples are too high and are not buying.

TORONTO—The most interesting features in the general markets for grocery commodities are sugar and flour. Following the steadily receding wheat markets, flour declined 50 cents per barrel, further declines are anticipated. The Dominion Sugar Refinery have reduced prices $1.00 per hundred. The market is very unsettled in view of the easy condition of the raw sugar market and the fact that second hand sugars are still available. Some wholesalers and manufacturers have brought in American refined sugar at lower prices than quoted by the Canadian refiners. Coinciding with the decrease in corn prices, corn syrups and starches have been reduced. Reductions have also been made on package corn meal, hominy, barley and dried peas. All cereals are ruling easy under the declines of last week; the trade both wholesale and retail are buying very carefully, confining their orders entirely to immediate requirements. There is little of interest in canned goods at the present moment. New canned California asparagus is being quoted at prices higher than last year. Spot stocks of dried fruits are unchanged and prices are ruling steady. New pack evaporated apples are not expected to be large in view of the fact that many factories are experiencing difficulty in procuring sufficient coal to meet their requirements, however evaporators state that prices will be lower than last year. Information regarding the Oregon prune situation is to the effect that the crop has been rain damaged to the extent of 50 per cent., packers are therefore showing more fimness because of the reduced yield. A recent despatch from Colombo states that all grades of tea have advanced two to five cents per pound. In view of the approaching Thanksgiving and Hallowe'en trade, jobbers are anticipating a stimulated business on nuts in the shell. Brazils are very scarce and quoted at high figures. Shelled almonds on spot have been reduced to the new crop basis. Cocoanut in primary markets is firm but spot stocks are unchanged. The local coffee market is moving without any change in price, although prices are expected to be revised downward just as soon as coffees that have been purchased in the lower market reach here. One brand of coffee in cans is reduced in price. Vegetables and fruits are holding at fairly steady prices. The first shipment of shell brand castile soap since the war is expected to arrive in the next week.

The produce and provision markets generally are holding steady. Some cuts of fresh pork have advanced. Special trimmed breakfast bacon is also higher. Eggs, butter and cheese are ruling unchanged. Shortening is in a strong market with a tendency for higher prices. The receipts of poultry are moderate, with a considerable improvement shown in the quality. Quotations on fowl and spring chickens are reduced.

WINNIPEG—The Dominion Sugar Co. reduced their price on granulated sugar $1.00 per hundredweight this week. The trade expects other refiners to follow. Rolled oats declined this week. Several packers of pink salmon have reduced their opening prices. Several western tea packers have announced that lower prices in both package and bulk teas will be effected in the very near future. California Jap rice prices are reported lower, the new crop will be on the local market during the month of February. Several shipments of Ontario Concord and Niagara grapes have arrived as well as some shipments of B.C. McIntosh red apples. The produce and provision markets show few changes. Pork loins advanced two cents a pound. Creamery butter and eggs are firm.

QUEBEC MARKETS

MONTREAL, Oct. 8.—Lower prices on sugar are looked for. There is a decline in the price of corn syrups and corn starch. Flour and self-rising flour are lower. Dried apples are quoted but the figure is thought to be too high to induce trade. Oranges are cheaper and Canadian fruit is in splendid supply. Prices vary according to supply and demand. The vegetable market continues at low prices. Nut prices are quoted lower on spot stocks. Kraft wrapping paper is again advanced in price. Cotton twine is reduced thirteen cents per pound. Coffee is lower and the tea market is a little stronger on better lines but the medium teas are still low.

Sugar May Be Lower

Montreal.

SUGAR.—If the New York sugar market continues as low as it is at the present time, being quoted at 13 cents per pound for granulated sugar, a change in price will be almost forced upon the Canadian refiners. Present quotations are 19½ cents per pound, but there is a difference of 6½ cents a pound between Canadian and American prices. If this difference continues it would pay dealers to import American sugar, but it is not expected that Canadian refiners will allow this difference to last. The opinion is expressed that a change in price will come very shortly if the New York market continues as low as at the present time.

Corn Syrups Decline

Montreal.

MOLASSES.—There is no change in the molasses market this week. Quotations are steady. Some firms are cutting the price slightly in order to secure business. Corn syrup has been dropped 1 cent per pound in barrel and half barrel lots. The prices on the tins of both corn syrup and white syrup have been dropped to the extent of 45 cents per case on the 2-lb. tins, and 50 cents per case on the 5-lb. tins. This drop in price is due to the cheaper cost of production on account of the corn market. This change is over and above the higher cost of freight and shows a big reduction in the cost of production.

Corn Syrup	
Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09¼
Quarter barrels, about 175 lbs.	0 09¾
2 gal., 25-lb. pails, each	2 85
3 gal., 38½-lb. pails, each	4 25
5 gal., 65-lb. pails, each	6 85
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	6 60
5-lb. tins, 1 doz. in case, case	7 45
10-lb. tins, ½ doz. in case, case	7 15

Figs Quoted Lower

Montreal.

DRIED FRUITS. — Turkish three-crown dried figs are quoted a little cheaper this week at 25 cents per pound. The five-crown are quoted at 26 cents. The initial prices are announced on dried apples at 14 cents for Ontario as against 18 cents last year. Dealers are not buying, however, and feel that the price is unwarrantably high for this season. It is believed that lower prices will be quoted. The SS. Juliana has arrived with a good supply of Valencia raisins. The larger part of her cargo, however, is not consigned to Canada. The Canadian Merchant Marine steamer Rancher is expected early in November and will have Canada's supply on board, which it is assured will be distributed in plenty of time for the Christmas trade.

Spot Stocks of Nuts Lower

Montreal.

NUTS.—Prices are quoted on this year's pecan nuts, which are slightly lower than previous prices. The new price is from 29 to 30 cents per pound. Tarragona almonds are a little cheaper, being quoted at from 25 to 30 cents per pound. Brazil nuts are slightly dearer, quoted at 40 cents. The prices quoted here on walnuts have been slightly altered to meet the new quotations made by dealers. This is a slight decline on previous quotations, but it is expected that the new crop will be marketed at a higher figure.

Spices in Good Demand

Montreal.

SPICES.—The spice market continues steady with a very good demand. Dealers report business to be very good and prices are firm at quotations given below.

Cereal Prices Unchanged

Montreal.

CEREALS.—There are no price changes of note this week on cereals. The rolled oats market is weak since there have been many reductions in prices and quotations vary coniderably. Some firms are underbidding others for business. The cornmeal market has also weakened and lower prices have been placed.

Starch and Cornmeal Lower

Montreal.

PACKAGE GOODS. — There are a number of changes this week in package goods prices. Corn starches, both laundry and culinary, are reduced as much as 45 cents a case in some instances. Self-raising flour is quoted 10 cents lower on the 6-lb. packages and 5 cents lower on the 3-lb. packages. Quaker yellow cornmeal is reduced 45 cents a case and is now quoted at $3.80 per case. Some brands of chewing gum have advanced 5 cents per box owing to the higher cost of packages.

Rice Market Still Weak

Montreal.

RICE.—The rice market continues in the unsettled condition that it has been in for some time. Prices vary considerably and dealers are bidding on any business that there is. Rice prices at the present time are very unstable.

Canned Goods Steady

Montreal.

CANNED GOODS.—There is no change this week in the canned goods market. Prices appear to be holding very firm at first quotations. The retail trade seem, however, to be holding off waiting for a change. Whether this change will come or not is only a matter of conjecture. Although the cost of fruit and vegetables has been lower this year and a good crop has been harvested, the canners claim that the high cost of tin and labor coupled with the increased freight rates is forcing them to quote prices at least equally as high as last year's prices.

High Grade Teas Firm

Montreal.

TEA.—The market for the better class of Indian and Ceylon teas is holding firm with very good business. While the stocks of inferior grades on the market has to some extent upset the tea market the prices on black tea of the best quality are holding firm and demanding business. The Japan teas are very firm at the original quotations on the new crop. There has been an adjustment of prices on some of the medium black teas which are now quoted approximately 5 cents a pound cheaper.

Coffee Prices Decline

Montreal.

COFFEE AND COCOA.—The coffee market is announcing a reduction of 1 cent per pound. This reduction has been expected for a long time. A further reduction is expected in some quarters, but whatever decline there is is announced sufficiently far ahead that the retailers are well prepared to receive it. The market for coffee is stated to be in a very healthy condition and dealers report a very satisfactory season. The cocoa market is holding firm and the demand has been steady and pleasing to the manufacturers.

Vichy Water Lower

Montreal.

MISCELLANEOUS.—There has been a decline of $1.50 in the price of Vichy water. The quotation now given is $12.50 per case of 50 bottles. Non-Such liquid stove polish is quoted 15 cents lower at $1.75 per case. A supply of English malt vinegar has been received locally and is offered at $1.25 per gallon.

No Change on Vegetables

Montreal.

VEGETABLES.—Vegetable prices are unchanged and low this week. The supply has been very good and is keeping so. Potatoes remain at the low quotations given and the supply is excellent.

Lower Prices on Oranges

Montreal.

FRUIT.—There is practically nothing new this week in the fruit market. Peaches have been arriving in Montreal in quantities too large to be handled by the trade and on account of the warm weather that has prevailed during the last few weeks large quantities have been dumped, unfit for sale. The prices have been varying considerably, and quotations are rarely steady from day to day. All Canadian fruit is being sold very cheaply this year, and retailers report a good demand. Apples are cheap in the fruit centres, but on account of the freight rates the prices are almost double outside of these districts. California oranges are quoted at a reduction of $1 a case this week, making the price from $8 to $9.

Further Reduction on Flour

Montreal.

FLOUR.—Another reduction is announced this week in the price of flour. This makes the price $13 and $12.50 f.o.b. cars Montreal. There have for some weeks been steady reductions in the price of flour until it has now reached thirteen dollars for the best grades.

Kraft Paper Again Dearer

Montreal.

KRAFT PAPER.—There is another advance this week of a ¼ cent per pound on kraft paper. This makes the price 16½ cents per pound. There was an advance in this price last week also.

Twine 13 Cents Lower

Montreal.

COTTON TWINE.—There has been a sensational decline this week in the price of cotton twine. The decline amounts to 13 cents per pound. The prices quoted now are 72 and 73 cents per pound for 4-ply and 67 and 68 cents per pound for 3-ply.

ONTARIO MARKETS

TORONTO, Oct. 8.—Markets generally are quiet. Some declines have been registered while some commodities are holding firm. Dominion sugar has declined $1.00 per hundred but refiners have not made any price change. Corn syrups have been reduced 45 cents to 60 cents per case. Reductions have also been made on starches, package cornmeal, cooked peas and hominy. Tea market is firmer. Coffees are easy. Vegetables and fruits are holding steady. All flours have declined 50 cents per barrel. The flour market is still weak in view of the receding wheat market.

Sugar Unsettled

Toronto.

SUGAR.—The Dominion Sugar Refinery have reduced prices $1 per hundred, bringing the price down to $18.21. The market is very unsettled in view of the second hand sugars that are still available, although these sugars are not being offered quite so freely as in the past. Some wholesalers have brought in American sugar at lower prices than quoted by Canadian refiners. Manufacturers are also bringing in American sugar. The report comes from one manufacturer that they are laying down this sugar in Toronto at 17 cents. The raw sugar market is weak with a lower price basis during the week. Raws were quoted at 9 cents C. & F. New York, a decline of ¾ of a cent; this price, however, is not expected to hold and further reductions are anticipated before the end of the week. American refined has also shown reductions around ¾ of a cent per pound. These conditions all tend to make the Canadian market for refined an uncertain one, and further reductions are not unlikely.

Corn Syrups Reduced

Toronto.

SYRUPS.—All corn syrups have been reduced during the week. The reductions are as follows: 2 lb. cans, 45 cents per case; 5 and 10 lb. cans, 60 cents per case; barrels, half barrels and kegs, 1 cent per pound; 2 gallon pails 25 cents each: 3 gallon pails 40 cents each; 5 gallon pails, 65 cents each. The molasses market continues to rule quiet and unchanged.

Starches Down One Cent

Toronto.

PACKAGE GOODS.—Coinciding with the weak condition of the grain market starches, corn meal, hominy and dried peas have registered declines. All lines of starches are down one cent per pound. Celluloid starch is quoted at $5 per case, a decline of 30 cents. Casco potato flour has been reduced 1½ cents, now quoted at 14 cents. Cooker package peas is quoted $3.60 per case, a reduction of 75 cents. Granulated and pearl hominy are now quoted at $3.80 per case, a reduction of 45 cents. Scotch pearl barley is reduced 60 cents per case, bringing the price down to $2.90. Corn meal is down 45 cents per case, reducing the price to $3.80. Quaker puffed rice pancake flour is reduced 20 cents per case, now quoted at $3.70.

Cereals Are Easy

Toronto.

CEREALS.—All cereals are ruling easy under the declines noted last week. The trade, both wholesalers and retailers, are buying very carefully, confining their orders entirely to immediate needs. Rolled oats are quoted at $5 per 98 lb. sack, but the business that should be forthcoming at this season has not materialized.

Canned Goods Are Quiet

Toronto.

CANNED GOODS.—There is little of interest in the canned goods market at the present moment. Opening prices have not as yet been named on corn and tomatoes. Standard peas are quoted at $1.85 to $1.90 per dozen. Early June peas are quoted $2 per dozen. Campbells pork and beans have advanced to $1.85 per dozen. Gold Bar asparagus tips are quoted, cases 24 No. 1 tins, $5.50 per dozen; 24 No. 2½ tins, round, $6.60 per dozen. Delmonte green asparagus cases, 24 No. 2½ tins, $6.60 per dozen; medium tips, 48 No. 1 square picnic size, $4.35 per dozen; green cases, 24 No. 1 square, $5.40 per dozen.

Spice Market Steady

Toronto.

SPICES.—The spice market continues to rule fairly steady. The demand has been rather active for the past few weeks, especially on the pickling varieties. Quotations are unchanged.

Dried Fruits Unchanged

Toronto.

DRIED FRUITS.—Spot stocks of dried fruits are unchanged and prices are ruling steady. New pack evaporated apples are not expected to be very large in view of the fact that many factories are experiencing difficulty in procuring sufficient coal to meet their requirements; however, evaporators state that prices will be lower than last year. Information regarding the Oregon prune situation is to the effect that the crop is rain damaged to the extent of 50 per cent., packers are therefore showing more firmness because of the reduced yield.

Shelled Almonds Lower

Toronto.

NUTS.—In view of the approaching Thanksgiving and Hallowe'en trade, jobbers are looking forward to a stimulated business on nuts in the shell. Brazils are very scarce and are quoted at 40 cents per pound for the large washed variety. Other nuts are quoted as listed below. Shelled almonds on spot have been reduced to 56 and 60 cents per pound, which are the same as quoted for new crop to arrive. Shelled walnuts and filberts are steady at unchanged quotations. A scarcity of shelled brazils is noted. Cocoanut in primary markets is firm, but spot stocks are unchanged.

Coffee Market Still Weak

Toronto.

COFFEES.—The primary markets for coffees continue to rule with a weak undertone. The local market is moving along without any change in price although prices are expected to be revised downward just as soon as coffees that were purchased in the lower market reaches here. Chase & Sanborn have reduced quotations on Seal brand in tins. New prices are as follows: ½s, 62 cents per pound; 1s, 60 cents; 2s, 59 cents.

Rice Market Rules Easy

Toronto.

RICE.—The rice market is easy. Quotations in primary markets for new crops are lower than quotations on spot stocks of some varieties. Spot stocks are not heavy and prices are expected to recede when new crop rices arrive on this market.

Onions Are Lower

Toronto.

VEGETABLES.—Vegetables generally are holding steady. Onions are lower this week, now quoted at $2.50 per sack of 100 pounds. Jersey sweet potatoes are down 25 cents per hamper, now selling at $2.75. White pickling onions are quoted at $1 to $2 per basket according to quality. Tomatoes are selling at 40 to 50 cents per basket.

Cranberries are $7.50 Box

Toronto.

FRUITS.—There are fairly heavy shipments of peaches this week although the heaviest part of the season is past. Peaches in 11-quart baskets averaged around 50 cents per basket for the best quality. Grapes, blues, greens, and reds are 50 cents per 6-quart basket. Apples are holding steady under moderate demand. Quinces are arriving at $1 to $1.25 per basket. Bananas are reported scarce, quoted at 12 cents per pound, including packing. Isle of Pines grapefruit are selling at $7 per case. Cranberries are arriving, quoted $7.50 per half barrel box.

Flour Down 50 Cents Barrel

Toronto.

FLOUR. — Following the steadily downward trend of the wheat market, flour declined 50 cents per barrel. First patents are now quoted $13 in jute bags on track. Second patents $12.50 in jute bags on track. The market is still weak in view of the depressed condition of the wheat market.

Millfeeds Unchanged

Toronto.

MILLFEEDS.—Millfeeds are unchanged. Millers report an improved condition in supplies. The market is easy under recent declines.

Shell Brand Castile Soap to Arrive

Toronto.

SOAP.—The first shipment of Shell brand castile soap to arrive since the war is expected this coming week. Cases 40 No. 1 bars are quoted at $7.25. Cases of 100 cakes are quoted at $8.25.

WINNIPEG MARKETS

WINNIPEG, Oct. 8.—The sugar market is weak under a decline of $1.00 per hundred on Dominion. Other refiners are expected to reduce their prices also within a short time. Rolled oats have declined. Pot barley also shows a decline. Quotations on pink salmon have been reduced. Some small shipments of California fruits and vegetables have arrived. The spice market is firmer. Ontario grapes are on this market. Potatoes and other vegetables are holding firm.

Sugar Easier

Winnipeg.

SUGAR. — The New York raw sugar market has been steadily declining since our last issue. The Dominion Sugar Co. reduced granulated sugar $1 a hundredweight this week, and it is now being quoted to the trade at $19.80, other refiners are expected to follow shortly.

Lantic granulated, 100-lb. bag	$20 80
Acadia granulated, 100-lb. bag	20 80
Redpath granulated, 100-lb. bag	20 80
St. Lawrence granulated, 100-lb. bag	20 80
Dominion granulated, 100-lb. bag	19 80
Yellow sugar, 100-lb. bag	19 70
Powdered Sugar 50-lb. boxes, per cwt.	21 35
Icing Sugar, 50-lb. boxes, per cwt.	21 45
Lump sugar, soft, 100-lb. boxes, per cwt.	21 75
Do., hard, 100-lb. boxes, per box	21 95
Cubes, 100-lb. boxes, per box	21 35

Syrups and Molasses Quiet

Winnipeg.

SYRUPS. — There is nothing of interest to report in the syrup market, both syrup and molasses are quiet and are unchanged.

CANE SYRUPS—	
2-lb. tins, 2 doz. in case	8 80
5-lb. tins, 1 doz. in case	10 30
10-lb. tins, ½ doz. in case	9 80
20-lb. tins, ¼ doz. in case	9 55
CORN SYRUP—	
Cases, 2-lb. tins, white, 2 doz. in case	7 85
Cases, 5-lb. tins, white, 1 doz in case	8 40
Cases, 10-lb. tins, white, ½ doz. in case	8 05
Cases, 20-lb. tins, white, ¼ doz. in case	8 05
Cases, 2-lb. tins, yellow, 2 doz. in case	6 75
Cases, 5-lb. tins, yellow, 1 doz. in case	7 80
Cases, 10-lb. tins, yellow, ½ doz. in case	7 55
Cases, 20-lb. tins, yellow, ¼ doz. in case	7 55
MAPLE SYRUP—	
Pure, 2½s tins, case of 2 doz.	26 90
Pure, 5s, per case of 1 doz.	24 50
Pure, 10s, per case of ½ doz.	23 25
TABLE SYRUP—	
Maple flavor, 2½s tins, per case of 2 doz.	13 75
Do., 2s, tins, per case of 1 doz	12 00
Do., 1s, tins, case of ½ doz.	11 50
Above subject to a discount of 10 per cent.	
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 75
3-lb. tins, 2 doz. case	12 35
5-lb. tins, 1 doz. case	10 00
10-lb. tins, ½ doz. case	9 70
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2½s, 4 doz. in case	4 40
5s, 4 doz. in case	4 40
10s, 4 doz. in case	4 35

Starch Market Unchanged

Winnipeg.

STARCH. — There is no change in the starch market this week. Quotations are as listed below.

Cornstarch, 1-lb. pkgs., per lb.	0 12
Do., No. 1 quality, 1-lb. pkgs.	0 13½
Gloss, 1-lb. pkgs., per lb.	0 14¼
Celluloid, 1-lb. pkg., per case	5 65

Rolled Oats Easier

Winnipeg.

CEREALS. — Rolled oat market is reported easier with a decline in prices. Pot barley also declined, and 98's are being quoted at $5.50 per bag. The demand for package cereals is reported fairly good.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons	6 00	6 50
Do., 36s, case, square pkts.	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	....	4 00
Puffed Wheat, 3 doz. case, case	....	4 60
Puffed Rice, 3 doz. case, case	....	5 70
Cream of Wheat, 3 doz. case, case	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case	....	3 75
BULK CEREALS		
Rolled Oats, 80s, per bag	....	4 45
Do., 40s, per bag	....	2 30
Do., 20s, per bag	....	1 20
Do., 10-8s, per bale	....	5 30
Do., 15-6s, per bale	....	6 10
Oatmeal, 98s, gran. or stand., bag	....	6 35
Wheat Granules, 98s, per bag	....	7 70
Do., 16-6s, per bale	....	8 60
Peas, whole, green, 100-lb. bag, bush.	....	6 00
Do., split, yellow, 98s, per bag	....	9 00
Do., split, yellow, 49s, per bag	....	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	....	5 30
Do., Lima, 100-lb. bag, per lb.	....	0 15¾
Barley Pot 98s, per bag	....	5 50
Do., pearl, 98s, per bag	....	8 60
Cornmeal, 98s, per bag	....	5 60
Do., 24s, per bag	....	1 45
Do., 10-10s, per bale	....	6 75
Buckwheat grits, whole, 98-lb. bags, per bag	....	11 00

Canned Goods Steady

Winnipeg.

CANNED GOODS. — Several of the largest salmon packers have reduced their opening prices on pink salmon to a lower basis. Small shipments of canned California fruit and vegetables have arrived, and are moving very freely due to the small quantity of Canadian fruits on the market as spot stocks have been pretty well cleaned up.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	3 35
Do., ½s, 4 doz. case, doz.	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 50
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case	....	21 75
Do., ½s, flat, 8 doz. in case	....	23 50
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case	....	17 75
Cohoe, 1s, tall, 4 doz. case	....	14 50
Do., ½s, flat, 8 doz. case	....	16 50
Pink, 1s, tall, 4 doz. case	....	10 40
Do., ½s, flat, 8 doz. case	....	12 25
Humpback, 1s, tall, 4 doz. case	....	8 60

CANNED FRUIT (Canadian)	Per case	
Apples, 6 tins in case, per case	3 40	3 85
Blueberries, 2s, 2 doz. case	....	7 00
Cherries, 1s, 4 doz. case	....	11 00
Gooseberries, 2s, 2 doz. case	....	9 50
Lawtonberries, 2s, 2 doz. case	....	9 50
Peaches, 2s, 2 doz. case	....	8 50
Pears, 2s, 2 doz. case	6 50	8 30
Plums, Green Gage, 2s, 2 doz. case	....	6 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 75
Raspberries, 2s, 2 doz. case	9 50	9 60
Strawberries, 2s, 2 doz. case	....	10 50
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 00
Peaches, 2½s, 2 doz. case	....	13 20
Peaches, sliced, 1s, 4 doz. case	....	14 00
Do., halved, 1s, 4 doz. case	....	13 85
Do., 2s, 2 doz. case	....	3 50
Pears, 1s, 4 doz. case	....	16 00
Pineapple, sliced, 2s, 2 doz. case	....	....

CANNED VEGETABLES

	Per case
Asparagus Tips, 1s, tins, 4 doz case, per doz.	2 75
Beans, Golden Wax, 2s, 2 doz. case	4 75
Beans, Refugee, 2s, 2 doz. case	4 50
Corn, 2s, 2 doz. case	4 20
Peas, Standard, 2s, 2 doz. case	4 10
Peas, Early June, 2s, 2 doz. case	4 70
Sweet Potatoes, 2½s, 2 doz. case	6 40
Pumpkin, 2½s, 2 doz. case	3 00
Sauer Kraut, 2½s, 2 doz. case	4 90
Spaghetti, 2½s, 2 doz. case	5 40
Tomatoes, 2½s, 2 doz. case	4 20 4 50
Spinach, 2½s, 2 doz case	5 70

Tea Market Steady

Winnipeg.

TEA. — The primary tea situation remains unchanged, as there has been some arrival of tea on the market bought on a new low level some of our Western packers have anticipated lower prices on both the package and bulk teas in the very near future.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 43	0 50
Do., second quality	0 38	0 42
Pekoes, first quality	0 49	0 53
Do., second quality	0 43	0 45
Broken Pekoe, first quality	0 52	0 60
Braken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Coffee Firming Up

Winnipeg.

COFFEE. — Reports state that coffee in primary markets is firming up and it is expected that higher prices will be maintained in the near future. Local prices are somewhat easier due to the arrival of several car loads.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 42	0 44
COCOA—		
In 1-lbs., per doz.		6 25
In ½-lbs., per doz.		3 25
In ¼-lbs., per doz.		1 70
In small size, per doz.		1 25

Spices Show Strength

Winnipeg.

SPICES. — All lines of spice show considerable strength, due to the short spot stocks held in the United States. The olive crop will not be up to the average as considerable damage has been done by the heat. Manzanillas and Queen's olives are quoted at 20 to 40 per cent. higher than last year's prices.

WHOLE SPICE

Allspice, Jamaica, best quality, lb.	0 23
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 85
Do., No. 10, carton, doz.	1 00
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 85
Ginger, washed, Jamaica, No. 1	0 55
Do., Jamaica No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	0 70
Do., large brown, 85 to lb., lb.	0 65
Do., med. brown, 110 to lb., lb.	0 55
Do., carton of six, per doz.	0 80
Pepper, black, Singapore ex., lb.	0 36
Do., white, do., per lb.	0 50
Pickling, ¼-lb. pkg., per doz.	1 00
Do., bulk, No. 1, per lb.	0 28
Do., No. 2, per lb.	0 25

GROUND SPICE.

Allspice, bulk, per lb.	0 25
Do., 2 oz. cartons	0 80
Do., 4 oz. cartons	1 20
Cassia, No. 1, bulk, per lb.	0 35
Do., No. 2, bulk, per lb.	0 30
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 50
Cinnamon, bulk, per lb.	0 45
Do., 2 oz. cartons	1 15
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 90
Do., 2 oz. cartons	1 70
Do., 4 oz. cartons	2 75
Cayenne, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 10
Do., No. 1, 4 oz. cartons	1 65
Ginger, No. 1, bulk, per lb.	0 58
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 95
Do., No. 2, bulk, per lb.	0 40
Mace, No. 1, bulk, per lb.	0 85
Do., No. 1, 2oz. cartons	1 65
Do., No. 1, 4 oz. cartons	2 70
Nutmeg, No. 1, bulk, per lb.	0 50
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 85
Pastry spice, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 80
Pickling spice, No. 1, bulk, per lb.	0 38
White Pepper, No. 1, bulk, per lb.	0 49
Do., No. 2, Singapore, per lb.	0 47
Black pepper, No. 1, bulk, per lb.	0 35
White pepper, No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 95
Black pepper, No. 1, 2 oz. cartons	0 95
Do., No. 1, 4 oz. cartons	1 60

Rice Market Steady

Winnipeg.

RICE. — Price on California Jap rice is reported a little lower. The new crop for January shipment will be about two cents a pound lower. This crop will not arrive on the local market until February. Carolina Honduras rice is arriving on the market. Fancy head is reported a cent or two lower than last year's, while Excelcis brand B. grade Honduras is being quoted around 10 cents a pound. Very little change in the tapioca and sago market.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 14¾
Do., 50-lb. sacks, lb.	0 14⅞
Siam, Elephant, 100-lb. bags	0 11½
Do., 50-lb. bags, lb.	0 11⅝
Sago, sack lots, 130 to 150 lbs., per lb.	0 09½
Do., in less quantities, lb.	0 10
Tapioca, pearl, per lb.	0 09½

Dried Fruits Unchanged

Winnipeg.

DRIED FRUITS. — There is no change to be noted in the dried fruit market this week. Prunes are reported weak, and even with the low prices the trade is not showing very much interest, as they feel the price of prunes must be much lower before they will be tempted to buy. Evaporated apples are easier. The currant market is firm.

DRIED FRUIT

Evaporated Apples, per lb.		0 19
Currants, 90-lb., per lb.		0 22
Do., 8 oz., pkgs., 6doz. case, lb.		0 16½
Dates, Hallowee, bulk, lb.		0 23
Do., Tunis, bulk, lb.		0 26
Do., Package, 3 doz. case, lb.		0 17
Figs, Spanish, per lb.		0 16½
Do., Smyrna, per lb.		0 23
Do., black, cartons, per carton		0 80
Loganberries, 4 doz. case, pkt.		0 35
Peaches, standard, per lb.	0 29	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton		1 56
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton		1 75
Prunes—		
30-40s, 25s, per lb.		0 32
40-50s, 25s, per lb.		0 27
50-60s, 25s, per lb.		0 21
60-70s, 25s, per lb.		0 18¼
70-80s, 25s, per lb.		0 17
80-90s, 25s, per lb.		0 17
90-100s, 25s, per lb.		0 16¼
In 5-lb. cartons, per carton		1 30
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.		0 24
Choice seeded, 15 oz., 3 doz. to		

Shelled Almonds Firmer

Winnipeg.

NUTS. — The shelled almond situation is a little firmer, due to the increasing demand. As Germany is becoming a buying factor in the nut market and the demand is steadily increasing, almond situation has an upward tendency. Shelled walnut market remains very erratic, several cheap offers were made recently but were very quickly withdrawn, as prices for this month are showing an upward tendency. It is possible that after the December prices walnuts will decline somewhat, but until then we may safely say that all walnuts will be quite as high as they were last year. Filberts have shown a considerable advance, heavy buying by Germany has been the main cause. Brazil quotations are the same as reported last week, the new crop of pecans has been practically destroyed, due to the bad season, and high prices will be maintained. There is very little change in the peanut market the exception being perhaps that ungraded Chinese peanuts are being quoted at 5¼ cents, San Francisco.

Ontario Grapes Arriving

Winnipeg.

FRUIT. — Ontario Concord and Niagara grapes are arriving in good quantities and being offered at 65 to 70 cents a basket. California Tokay grapes are in good demand and are being offered at $5.50 per case. A good supply of Ontario peaches are arriving in splendid condition. Eleven-quart baskets being offered at $1.50 to $1.75. Hisol crab apples are selling at $3 per case. The demand for cranberries has been very brisk and they are selling at $16 per barrel. Later shipments will be expected higher. Bananas remain scarce while oranges are very high. Washington Elberta peaches are now on the market, and are quoted at $3 per case. Several shipments of B.C. McIntosh red apples have arrived and are being offered at $4 to $4.50 per box, according to grade.

Potatoes Hold Steady

Winnipeg.

VEGETABLES. — There has been practically no change in the vegetable market this week. Potatoes remain firm at $1.75 per bushel. The demand for Virginia sweet potatoes has been exceptionally good, and they are being sold at $10. Spanish Valencia onions in large cases are quoted at $7.60.

VEGETABLES

Carrots, new, per lb.		0 03
Beets, new, per lb.		0 02
Turnips, new, per lb.		0 02
Leaf Lettuce, per doz.		0 50
Radish, per doz.		0 50
Green Onions, per doz.		0 35
Cucumbers (hothouse), per doz.		2 50
Cabbage (new), per lb.		0 02
New Potatoes, per bushel		1 75
Onions (Cal. Bermuda sack), per sack	3 50	4 00
Cauliflower, per doz.		1 90
Celery (B.C.), per doz.	0 11	0 12
Rhubarb, per lb.		0 04
Tomatoes, per basket		1 40
Head Lettuce, per doz.		1 75

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Oct. 7.—Sugar dropped 50 cents, now $20.27. Matches are up 10 to 25 cents per case. Corn and laundry starches are down one cent per pound. Corn syrups are down 35 to 50 cents per case. Flour is down 30 cents per barrel, and a further drop is probable. New pack tomatoes 2½s are quoted at $4.50 to $4.75 per dozen. New pack blueberries 2s are quoted at $5.15 and $5.25. One brand tinned coffee is lowered one cent per pound. Siam rice is now quoted at $12.25 and $12.50. B.C. Ashcroft beans are $7.75. Package oats, most brands now $5.60. All cuts smoked meats stiffening.

Flour, first patents, bbl.	....	13 50
Do., second patents, bbl.	....	13 30
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	4 60
Rice, Siam	12 25	12 50
Japan, No. 1	13 50	14 50
Tapioca, lb.	0 09	0 11½
Sago, lb.	0 09	0 11
Sugar, pure cane, granulated, cwt.	....	20 27
Cheese No. 1, Ont., large	0 32½	0 34
Alberta cheese, twins	....	0 29
Do., large	....	0 31
Butter, creamery, lb.	....	0 63
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s	....	18 60
Eggs, new laid, local case	19 00	20 00
Do., storage, case	18 50	19 00
Tomatoes, 2½s, standard, case	4 50	4 75
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	4 25	4 50
Peas, 2s, standard, case	4 50	4 75
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case	9 75	10 40
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 19	0 21
Do., 25s, lb.	0 23½	0 24½
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	....	8 50
Prunes, 90-100s	....	0 16
Do., 70-80s	....	0 17½
Potatoes, local, ton	....	40 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Oct. 7.—The sugar market here is weak as are most other lines, especially butter, cheese and eggs. This is accounted for by the fact that lower prices are looked for. Although flour prices have dropped in the West, it is unlikely that there will be any change here till next month. White beans have dropped 50 cents, while yellow-eyed have advanced 50 cents. Potatoes are quoted at $2 per 90-pound bag.

Flour, No. 1 patents, bbl.	....	16 50
Cornmeal, bags	....	5 00
Rolled oats, per bag	....	6 00
Rice, Siam, per 100 lbs.	....	15 75
Tapioca, 100 lbs.	....	17 00
Molasses (extra fancy Barbadoes)	....	1 55
Sugar, standard, granulated	....	19 60
Do., No. 1, yellow	....	18 50
Cheese, Ont., twins	....	0 29
Eggs, fresh, doz.	....	0 65
Lard, compound	....	0 24¼
Lard, pure, lb.	....	0 32½
American clear pork, per bbl.	....	50 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 52
Hams, aver. 9-12 lbs.	....	0 43
Do., aver. 12-18 lbs.	....	0 43
Do., aver. 18-25 lbs.	....	0 41
Roll bacon	....	0 35
Butter, creamery, lb.	....	0 65
Do., creamery solids	0 61	0 62
Do., dairy, per lb.	0 55	0 56
Do., tubs	0 52	0 53
Raspberies, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	4 50
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 05
Apples, gal., N.S., doz.	....	5 25
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	11 00
Do., Cohoes	....	16 00
Do., Chums	....	8 00
Evaporated Apples, per lb.	....	0 21
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	2 00
Beans, white	....	5 00
Do., yellow eye	....	8 00
Bananas, lb.	....	0 11½
Lemons, Cal.	....	5 00
Oranges, 100s	....	7 75
Do., 200s	....	9 50
Grapefruit, Cal., case	....	9 00
Apples—		
Gravenstein No. 1	....	7 00
Do., No. 2	....	6 50
Do., Dom.	....	6 00
Do., No. 3	....	4 50
Oats, per bushel	....	1 30

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Oct. 7.—The decline predicted in the foodstuff market last week was realized this week in a great many lines. Eggs, butter, pork and lard, however, showed an upward tendency. Manitoba flour dropped another 50 cents, now selling at $15.25. Ordinary cornmeal declined to $4.30, and rolled oats fell 50 cents, now quoted at $11.75. Rice has been reduced to $12 and $12.50. Yellow sugar was further reduced to $18.50. Potatoes are arriving in liberal quantities and are selling at $3.25, a cut of 75 cents on last week's prices.

Flour, No. 1 patents, bbls., Man.	....	15 25
Cornmeal, gran., bags	....	6 75
Do., ordinary	....	4 30
Rolled oats	....	11 75
Rice, Siam, per 100 lbs.	12 00	12 50
Tapioca, 100 lbs.	16 00	17 00
Molasses	1 40	1 50
Sugar—		
Standard, granulated	....	19 60
No. 1, yellow	....	18 50
Cheese, N.B.	0 30	0 31
Eggs, fresh, doz.	0 75	0 80
Do., case	0 68	0 72
Lard, pure, lb.	0 32½	0 32¾
Do., compound	0 24¼	0 24½
American clear pork	51 00	53 00
Tomatoes, 2½s, standard, case	....	4 35
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 43	0 46
Butter, creamery, per lb.	0 65	0 70
Do., dairy, per lb.	0 62	0 65
Do., tub	0 58	0 60
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	....	3 95
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	22 50
Do., Pinks	....	....
Do., Cohoes	15 00	15 50
Do., Chums	....	7 50
Evaporated Apples, per lb.	0 21	0 21½
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per barrel	....	3 25
Lemons, Cal., case	6 50	7 00
Grapefruit, Cal., case	....	8 00
Bananas, per lb.	0 12	0 13
Oranges, case	9 00	12 00
Plums, Ont.	0 90	1 00
Peaches, Ont.	1 50	1 75
Pears	1 50	1 75

SHOULD A MANUFACTURER BE HELD

Continued from page 27

they should declare the composition of their powders on the labels. This can, therefore, only be regarded as a deception practised by manufacturers, who know that many people object to using baking powder containing alum. The Canadian public have a right to know what they are buying, and a man who sells a baking powder which contains alum and definitely states on his label that it does not contain alum, or so words his label as to convey that impression, is obtaining money under false pretences. If the manufacturer was required to print upon his label the composition of his baking powder, the purchaser would then know what he was getting for his money, and those who object to the use of alum would be protected.

The following has been recommended for consideration by the Department of Public Health:

1. Work be undertaken as soon as possible to determine the keeping qualities of the various types of baking powders.

2. Work be undertaken to evolve a simple and reliable method of detecting the presence of tartrates in baking powders.

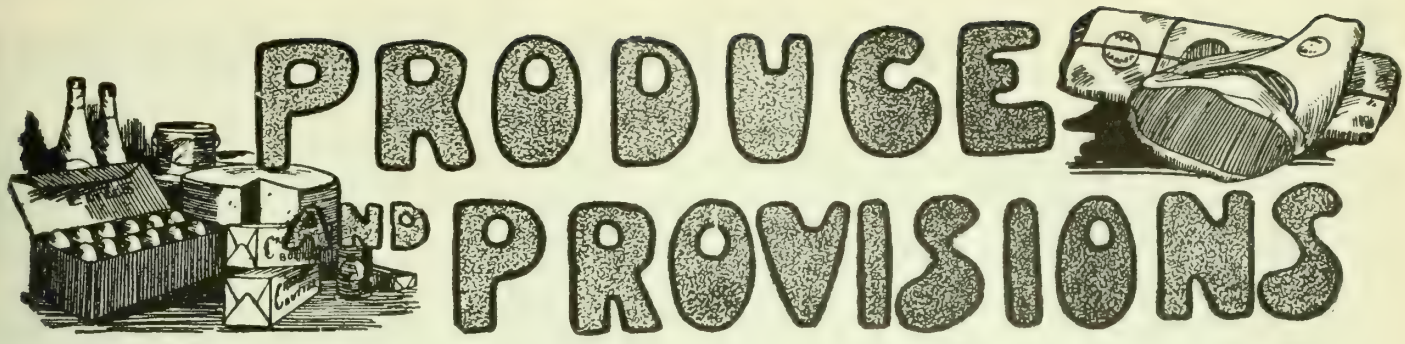
3. Our standards be amended to:

(a) Compel the marking of the composition of the powder on each tin or package of baking powder;

(b) Compel the marking of the date of manufacture on each tin or package;

(c) Compel marking the net weight of the contents on each tin or package;

(d) Prohibit the printing of any advertising or descriptive matter, other than directions for use and such other information as is required by law, on the labels of tins or packages.



Builds Fish Business by Selling Quality Goods

W. J. Parks Does Not Make Displays of Fish But Has Built a Reputation on Quality— Customers Kept Advised Over Phone— Blackboard Outside Also Helps.

"BUY only the amount of fish required for a couple of days' business and no more at one time," stated W. J. Parks, retail grocer, to a Canadian Grocer representative when the question was asked to what he attributed his success in handling fresh fish the year round. "We pay particular attention to cleanliness, everything we use in handling fish is scrupulously washed with hot water every morning, the tank, tables, knives and scales. That is the only way to keep fish properly and to prevent other things from becoming tainted with a fish flavor. Then there is the waste, such as heads and tails, these must be estimated and considered when the price at which the fish is to be sold is figured. On halibut the cost of cutting and trimming is about three cents per pound. On salmon trout the cost of cutting is five cents per pound, this amount is greater than on halibut because there is the head of the trout that must be accounted for. If the customer buys a whole fish, then it could be sold three to five cents per pound cheaper than when cut."

W. J. Parks operates a grocery and butcher business on Bloor Street West, Toronto, Ontario. The butcher store is apart from the grocery, in fact from the exterior the appearance is like two separate stores, but the two stores are connected on the interior by a swinging glass door. It is at the rear of the butcher department that the fish room is located. This room is used for no other purpose than for handling fish. It contains the tank for holding fish, counter for wrapping, scales and a sink handy by, with hot and cold water. This room is not used as a selling department, but customers are frequently invited to visit it to inspect the clean sanitary method in which the fish is kept and handled.

Although the fish room is located in the rear of the butcher department, the meat clerks are not permitted to handle fish. In explaining this point Mr. Parks said: "As the butchers are constantly handling meat, I have found that they cannot handle fish satisfactorily because fresh meat is so susceptible to fish flavor."

On regular fish days, which are now Wednesdays and Fridays, one clerk is detailed to look after the fish orders, and he, as well as the other clerks in the grocery department, are thoroughly instructed to wash their hands after handling fish before handling other lines of merchandise, that they may not become tainted with fish flavor. Clean towels, soap and plenty of hot water is provided for that purpose.

Careful to Buy Only Fresh Goods

"There is nothing that will turn people against buying fish so much as to receive some that is off flavor or that is not fresh," stated Mr. Parks. "I would sooner lose a complete shipment if it was a trifle 'off' than to take a chance and send it to the customers. People are very particular about fish and if they get fish that is not quite right, it will take a long time for them to for-

(Continued on page 46)

Export Business for Eggs Very Light

Receipts Falling Off But Prices Are Maintained—Increased Freight Rates Tend to Decrease Receipts From the Western Provinces—Labor Trouble in Great Britain Not Favorable for Export.

The Government Report has the following to say of the egg situation: "There has been very little life to the egg market during the past week. Exporters are practically off the market for fresh stock in the absence of export demand. Prices have been fairly well maintained, however, due largely to production falling off rapidly. It is a question if there is any surplus of fresh eggs over present home consumption requirements.

Ontario country track shippers report paying stores and farmers 56 to 58 cents for straight gathered, but very few under 58 cents. Track sales have been made at 60 to 60½ cents f.o.b. for current receipts. A car of seconds was offered Toronto at 55 cents f.o.b. Winnipeg, but the trade do not seem interested at this price. A car of seconds is reported rolling Montreal costing 53 cents f.o.b. Winnipeg. The increase in freight rates is a very important consideration in bringing eggs from the Prairie Provinces. Some storage eggs are being taken out in the East mostly for the restaurants and bakers' trade. The weather has been very unfavorable to handling storage eggs. In Western Canada storage stocks are being drawn on to help to meet the local consumption demand.

Some shipments of fresh and storage eggs previously sold for export have been shipped, but no business is reported. Representatives of British importing houses who have been here say the outlook is not promising considering the adverse exchange situation and the unsettled labor conditions existing at the present time in Great Britain.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Oct. 8.—The prices on hogs both in Eastern and Western Canada show a stronger tendency which is reflected throughout the pork market. There is no change, however, in quotations. The bacon market is strong with a good demand for export. The supply of beef cattle is still poor and prices strong. It is explained that the big supply of feed and low prices for hides is mainly responsible. The egg market is firm and unchanged. There is no change in butter and cheese and the export market has been hindered by the exchange situation. There is a very good fish market this week with lower prices on lake trout and doree. Cohoe salmon and flounders are a little dearer. The lard market is very active and prices hold strong with a good demand.

Meat Prices Higher

Montreal.

FRESH MEATS.—The prices on hogs have fluctuated somewhat this week but at the close of the week show more strength with slightly higher prices paid in Montreal. The advance is about one quarter of a cent on selected hogs in Montreal. This shows a stronger tendency at least. The prices on the different cuts show no change but the market is very firm. The beef market is still short. A better supply has been expected but has not arrived and prices remain high. It is explained that with the splendid supply of feed in the country and the low prices being paid for hides, the farmers are not bringing in their cattle, nor do they care to sell to the drovers. In December and January there may be a better supply with prices at least no higher than they are now.

FRESH MEATS

Hogs, live (selects)	0 20	0 21
Hogs dressed—		
Abattoir killed, 65-90 lbs.	0 30	0 31
Fresh Pork—		
Legs of pork (foot on)	0 36	0 37½
Loins (trimmed)	....	0 42
Bone trimmings	....	0 33
Trimmed shoulders	0 31	0 34
Untrimmed	....	0 29
Pork sausage (pure)	....	0 25
Farmer Sausage	....	0 20
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18

Fresh Beef—

(Cows)			(Steers)	
$0 22	$0 30	..Hind quarters..	$0 30	$0 35
0 10	0 15	..Front quarters..	0 14	0 19
0 30	0 42	..... Loins	0 36	0 46
0 18	0 30	..... Ribs	0 20	0 35
0 10	0 14	.... Chucks	0 12	0 18
0 30	0 34	..... Hips	0 32	0 36
Calves (as to grade)			0 18	0 30

Strong Market for Bacon

Montreal.

SMOKED MEATS.—With the added strength to the hog market this week and a good demand for Canadian bacon in England, the smoked meat market looks very bright. The market shows activity although the exchange situation is affecting exportation to a great extent. The market prices here are very firm and unchanged.

BACON—

Breakfast, best	0 38	0 47
Smoked Breakfast	0 30	0 47
Cottage Rolls	....	0 38
Picnic Hams	....	0 31
Wiltshire	0 36	0 44

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut	0 39½
Do., 14-20	0 39½
Do., 20-25	0 34½
Do., 25-35	0 29½
Over 35 lbs.	0 29

Barrelled Meats Sold

Montreal.

BARRELLED MEATS.—The market for barrelled meats holds firm but its strength is almost entirely due to the fresh meat situation. The export market has fallen off considerably, due to the exchange conditions and general unsteady condition of the European market.

BARRELLED MEATS

Barrel Pork—	
Canadian short cut (bbl.), 30-40 pieces	58 00
Clear fat backs (bbl.), 40-50 pieces	49 00
Heavy mess pork (bbl.)	39 00
Plate Beef	25 00
Mess Beef	23 00

Cooked Meats Strong

Montreal.

COOKED MEATS.—Although there has been much cooler weather, reports are that the market for cooked meats has continued very good. The quotations given are very firm and an active market exists. With the strong market for fresh meats additional strength is given to cooked meats.

Jellied pork tongues		0 47
Jellied pressed beef, lb.		0 36
Ham and tongue, lb.		0 42
Veal		0 35
Hams, cooked	0 61	0 66
Shoulders, roast		0 50
Shoulders, boiled		0 43
Pork pies (doz.)		0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork		0 25
Bologna, lb.		0 18
Ox tongue, tins		0 65

Butter Market is Unchanged

Montreal.

BUTTER.—Owing to the fact that the export demand for butter fell off slightly last week, the market shows an easier tone as far as export prices are concerned. Local quotations are unchanged. The dealers report a good supply of both dairy and creamery butter on hand but there is very little demand for dairy butter among the grocery trade in the city. Prices remain unchanged.

BUTTER—

Creamery prints, qual., new		0 61
Do., solids, quality, new		0 60
Dairy, in tubs, choice		0 52
Dairy, prints		0 53

Egg Market Strong

Montreal.

EGGS.—Prices on eggs remain unchanged. The supply of fresh eggs is just about the same and is being sold at 75 cents in Montreal, and in some other parts as high as 77 cents. The cold storage supplies are being called on as might be expected at this season. There is a fair export market. The egg market remains very firm at quotations given. Strictly fresh, 75 cents; selected, 68 cents; No. 1, 60 cents.

Cheese Market Quiet

Montreal.

CHEESE.—There is little or no change this week in the cheese market. As far as export is concerned the trade has undergone a slump. Prices remain unchanged but the trade reports that a good market is expected for the fall and that with Canadian cheese in good demand abroad a firm market will hold here.

New, large, per lb.		0 28
Twins, per lb.		0 28
Triplets, per lb.		0 28
Stilton, per lb.		0 37
Fancy old cheese, per lb.	0 34	0 35
Quebec	0 28	0 29

Lard Market Active

Montreal.

LARD.—The lard market shows still more activity this week and holds firm at the advanced basis. There is a good demand both from local and outside buyers and prices remain firm and unchanged.

LARD—

Tierces, 360 lbs.	0 27	0 27¼
Tubs, 60 lbs.	0 27½	0 27¾
Pails, 20 lbs.	....	0 28
Bricks	0 29½	0 30

Shortening Market Firm

Montreal.

SHORTENING.—With the very firm and active lard market the prices on shortening are firm with a good demand. There is no change this week in quotations.

SHORTENING—

Tierces, 400 lbs., per lb.	0 25¼
Tubs, 50 lbs., per lb.	0 25½
Pails, 20 lbs., per lb.	0 26
Bricks, 1 lb., per lb.	0 27

Margarine Demand Limited

Montreal.

MARGARINE.—The demand for margarine is not large at the present time and the market is unchanged. Prices vary according to brand and quality.

MARGARINE—

Prints, according to quality, lb.	0 35	0 40
Tubs, according to quality, lb.	0 31	0 34

Better Fresh Fish Market

Montreal.

FISH.—The fish market is very well supplied this week and prices on doree,

fresh lake trout and whitefish are a little easier. Fresh cohoe salmon, halibut and perch are a little dearer. Frozen cohoe salmon and smoked haddies are slightly dearer. The fish business is in a very healthy condition, and with the cooler weather better supplies of fresh fish are reported on the market.

FRESH FISH

Haddock	....	0 08
Steak cod	0 10	0 11
Market cod	....	0 07
Mackerel	....	0 16
Flounders	....	0 10
Live Lobsters	....	0 60
Salmon Cohoes	0 25	0 30
Shad	....	0 18
Gaspé salmon	....	0 40
Halibut	....	0 26
Gaspereaux, each	....	0 05
Whitefish	....	0 20
Lake Trout	....	0 21
Brook trout	....	0 50
Pike (dressed)	....	0 15
Perch	....	0 15
Fresh eels, per lb.	....	0 13
Fresh herrings, each	0 03	0 05
Doree	....	0 20
Fresh Herrings	....	0 06

FROZEN FISH

Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	....	0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	....	0 13
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon Dr., Spring	....	0 33
Salmon, Cohoes, round	....	0 25
Salmon, Qualla, hd. and dd.	....	0 13
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	0 06	0 07
B.C. Red Salmon	....	0 23

SALTED FISH

Codfish, large, bbls., 200 lbs.	....	16 00
Sardines, half barrel	....	5 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 50
Boneless cod (20), per lb.	0 16	0 20

SMOKED

Finnan Haddie, 15-lb. box.	....	0 14
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35

Pickled rolls, bbl. 200 lbs.:—

Lightweight	....	66 00
Heavy	....	60 00

Above prices subject to daily fluctuations of the market.

ONTARIO MARKETS

TORONTO, Oct. 8—In view of the comparatively light receipts of cattle at the stockyards during the week, it is not thought probable that the decline in Winnipeg will seriously affect this market. Quotations have been holding fairly steady. Some pork cuts have shown slight advances. Fancy and special trimmed breakfast bacon has advanced two and four cents per pound. Eggs and butter are holding fairly steady. The cheese market is quiet in view of the slow demand for export. The shortening market has developed a strong undertone, with a tendency for an immediate advance. Fowl and spring chickens are quoted at reduced prices under moderate receipts.

Some Pork Cuts Higher

Toronto.

FRESH MEATS. — The live stock market is holding fairly steady. The Winnipeg cattle market, which showed a decided slump during the week, is not expected to affect this market. Packers point out that Western cattle is not a favorite here and the receipts have also been comparatively light. Loins of pork are up half a cent per pound. Spare ribs, New York shoulders and Boston butts are marked one cent per pound higher. Fresh beef cuts, calves and lambs are holding steady and unchanged.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live, off cars, per cwt.	....	21 50
Live, fed and watered, per cwt.	....	21 25
Live, f.o.b., per cwt.	....	20 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 39
Loins of pork lb.	....	0 46½
Fresh hams, lb.	....	0 41
Tenderloins, lb.	....	0 64
Spare ribs, lb.	....	0 20
Picnics, lb.	....	0 28
New York shoulders, lb.	....	0 34½
Boston butts, lb.	....	0 40
Montreal shoulders, lb.	....	0 34
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb	0 24	0 26
Front quarters, lb.	0 14	0 16
Ribs, lb.	0 27	0 33
Chucks, lb.	0 13	0 15
Loins, whole, lb.	0 29	0 35
Hips, lb.	0 21	0 24
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 26	0 30
Spring lamb, lb.	0 24	0 26
Yearling, lamb, lb.	0 19	0 23
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

Fancy Bacon Higher

Toronto.

PROVISIONS. — Smoked hams and bacon are ruling steady, with a shortage of breakfast bacon noted in some quarters. Fancy and special trimmed breakfast bacon has advanced two and four cents per pound, making the prices 57 and 62 cents per pound respectively. Dry salt meats and barrel pork are unchanged.

Hams—		
Small, 6 to 12 lbs.	0 48½	0 50
Medium, 12 to 20 lbs.	0 47½	0 48½
Large, 20 to 35 lbs., each lb.	....	0 43½
Heavy, 25 to 35 lbs.	....	0 38½
Heavy, 35 lbs. and upwards	....	0 35½
Backs—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Rolled	....	0 67
Bacon—		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 57
Breakfast, special trim	....	0 62
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	....	0 42
Wiltshire, three-quarter cut	0 44	0 46
Wiltshire, middle	....	0 48
Dry Salt Meats—		
Long clear bacon, av., 50-70 lbs.	....	0 29
Do., av. 80-90 lbs.	....	0 28
Clear bellies, 15-30 lbs.	....	0 31½
Fat backs, 10 to 12 lbs.	0 25	0 27
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	39 00
Short cut backs, bbl., 200 lbs.	....	56 50

Cooked Meats Quiet

Toronto.

COOKED MEATS. — A notable falling off in the demand for cooked meats is reported by the packers, in view of the cooler weather. Boiled hams are steady at 65 to 68 cents per pound, according to the trim. Jellied ox tongue is quoted at 66 cents. Other quotations are unchanged.

Boiled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	....	0 54
Head cheese, 6s, lb.	....	0 17
Choice jellied ox tongue, lb.	....	0 66
Jellied calves tongue	....	0 52
Ham bologna, lb.	....	0 20
Large bologna, lb.	0 17	0 18
Spice beef, lb.	....	0 32

Above prices subject to daily fluctuations of the market.

Egg Market Steady

Toronto.

EGGS. — The egg market remains steady, with selects quoted at 67 cents. Case run 65 cents, and No. 1 candled 61 cents. A few eggs have been taken from the coolers and with cooler weather the movement will be freer. A few sales have been made for export, but it is considered that this business is practically over for this season.

EGGS—		
Fresh, selects	....	0 67
Fresh	....	0 65
No. 1 candled	....	0 61
Fresh selects in cartons	....	0 72

Prices shown are subject to daily fluctuations of the market.

Butter Holding Steady

Toronto.

BUTTER. — There is a good demand for the best grade creamery butter, with a shortage reported in some quarters. A considerable quantity of lower grades is offered. Quotations are practically unchanged.

BUTTER—		
Creamery, prints	0 60	0 63
Dairy prints, fresh, lb.	0 53	0 58

Cheese Market Quiet

Toronto.

CHEESE. — The cheese market is quiet in view of the slow demand for export. Quotations to the trade are unchanged.

CHEESE—		
Large, per pound	....	0 29½
Stilton	0 35	0 36

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Lard Unchanged

Toronto.

LARD. — The market for lard is holding fairly steady. Quotations on the tierce basis, 29½ cents per pound, with one half cent higher for tubs. One pound prints are quoted 31 cents.

LARD—		
1-lb. prints	....	0 31
Tierces, 400 lbs.	....	0 29½

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c

Shortening to be Higher

Toronto.

SHORTENING. — The shortening market has developed a strong under-

tone. The tendency of the market is for higher prices immediately probably around 1½ cents per pound increase in quotations.

SHORTENING—

1-lb. prints	0 26
Tierces, 400 lbs.	0 21½

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Margarine Prices Hold

Toronto.

MARGARINE. — This market is holding steady and unchanged under a fair demand.

MARGARINE—

1-lb. prints, No. 1	0 37
Do., No. 2	0 35
Do., No. 3	0 30
Nut Margarine, lb.	0 33 0 35

Fish Market Firm

Toronto.

FISH. — The fish market is holding firm under a quiet demand. Oysters are not moving freely as yet. Frozen sea herrings are quoted at 7½ to 8 cents per pound. Smoked fish are showing a better movement, and quotations are well maintained.

FRESH SEA FISH.

Cod Steak, lb.	0 12
Do., market, lb.	0 09
Haddock, heads off, lb.	...
Do., heads on, lb.	0 10 0 11
Halibut, chicken	0 18 0 19
Do., medium	0 23 0 24
Fresh Whitefish	0 18 0 19
Fresh Herring	0 10 0 11
Flounders, lb.	0 09 0 10
Fresh Trout, lb.	0 19 0 20
Fresh Salmon, Red Spring	0 30

Oysters—

No. 1 tins	4 20
No. 3 tins	12 30
No. 5 tins	20 00
Glass jars, doz.	6 50

FROZEN FISH

Halibut, medium	0 23 0 24
Do., Qualla	0 11 0 11½
Flounders	0 10 0 11
Pike, round	0 08
Do., headless and dressed	0 0[illegible]
Salmon, Cohoe	0 23
Do., Red Spring	0 28
Sea Herring	0 07½ 0 08

SMOKED FISH

Haddies, lb.	0 13
Fillets, lb.	0 18
Kippers, box	2 25 2 75
Bloaters	3 00
Salt Cod, Quail-on-Toast, lb.	0 16

Spring Chickens 40 Cents

Toronto.

POULTRY. — The receipts for poultry are moderate, with a considerable improvement shown in the quality. Storage operations have not as yet commenced, but it is expected to do so in another week, when a big run is expected. Quotations on fowl are somewhat reduced. Spring chickens are quoted to the trade at 40 cents per pound, a reduction of five cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	$0 35	$0 40
Roosters	0 25	0 25
Fowl, over 5 lbs.	0 30	0 30
Fowl, 4 to 5 lbs.	0 26	0 26
Fowl, under 4 lbs.	0 23	0 23
Ducklings	0 23	0 30
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 25	0 33

Prices quoted to retail trade—

		Dressed
Heans, heavy	0 32	0 38
Do., light	0 30	0 35
Chickens, spring		0 40
Ducklings		0 40

WINNIPEG MARKETS

WINNIPEG, Oct. 8.—There have been few price changes in the produce and provisions markets during the week. Pork loins are quoted two cents per pound higher. Smoked ham, bacon and cooked meats are steady and unchanged. Creamery butter is ruling firm. Egg receipts have decreased, the quality also is only fair. Lard and shortening remain steady and unchanged. There is a good demand for fish and quotations are holding steady.

Hog Market Unchanged

Winnipeg.

FRESH MEAT. — Hog receipts have been very light during the week and selected hogs are quoted at $22.50 per hundredweight. Pork loins advanced two cents a pound this week, and are now quoted at 45 to 47 cents a pound.

Ham and Bacon Steady

Winnipeg.

PROVISIONS.—The demand for ham and bacon is reported very good and prices remain unchanged.

Cooked Meats Unchanged

Winnipeg.

COOKED MEATS. — Due, no doubt, to cold weather, the sale of cooked meats has fallen off to a slight extent. Consumers, however, are buying more fresh beef and mutton. Quotations remain unchanged.

Creamery Butter Firm

Winnipeg.

BUTTER. — Creamery butter is reported very steady with every indication for higher prices. Supplies of dairy butter are reported improving, and prices remain unchanged.

Creamery, best table grade	0 64
Dairy Butter, best table grade	0 57
Margarine	0 37 0 39

Egg Receipts Light

Winnipeg.

EGGS. — Egg receipts have dropped off, and while a good supply of eggs are arriving the quality is considered only fair. Fresh farm eggs are quoted at 65 cents a dozen, fresh candled are being offered at 60 cents.

Lard and Shortening Steady

Winnipeg.

LARD. — The lard and shortening market remains practically unchanged, with no change in price on the local market.

Pure lard, No. 1 quality, per lb. (in tierces of 400 pounds.)	0 30
Do., wooden pails, 20-lb. pails	6 50
Shortening, wooden pails, 20-lb. pails, per pail	5 10
lb.	0 23
Shortening, tierces of 400 lbs., per	

Cheese May Be Scarce

Winnipeg.

CHEESE. — It has been reported that owing to the scarcity of milk some Manitoba cheese factories have had to close down. Under these conditions it looks as though there would be a scarcity of September made cheese this fall.

Ontario, large, per lb.	0 32
Do., twins, per lb.	0 32½
Manitoba, large, per lb.	0 30
Do., twins, per lb.	0 31

Fish in Demand

Winnipeg.

FISH. — It has been reported that the demand for white fish, lake trout, halibut, salmon and pickerel has been exceptionally good. Bulk oysters are on the market and are being offered at $5 a gallon. Oysters in the shell are expected very shortly.

BUILDS FISH BUSINESS

Continued from page 43

get it, and generally they will not take another chance for some time. If for no other reason, we are very particular about the quality of the fish we buy, it must be the best and strictly fresh. When a shipment of fish arrives, it is thoroughly washed and then packed away in the tanks with plenty of clean chopped ice. Most of the fish we receive is cleaned before it reaches here, but occasionally we get a lot that is not, these are then cleaned, washed and packed in ice so that the customers get only the best quality cleaned fish."

Although a large business for fish has been built up in the Parks store, no displays are made, with probably the exception of smoked fish, such as haddie, bloaters and ciscoes; these are often shown in the window when the weather is cool. The volume of business that is enjoyed by the firm is on fresh fish sales running into half a ton a week, with the sales on the day preceding Good Friday—which is considered to be the best fish day of the entire year—around 500 pounds. Customers are kept advised over the phone as to the kind of fish in stock and when orders for other goods are being taken fish is also suggested. White fish, trout and salmon are the best sellers during the summer months, halibut, salmon and cod are the big sellers in the winter months. Herring is also in demand, especially when the herring run is on in the fall of the year. Other varieties are also stocked as the season demands, but the varieties mentioned are the favorites.

On the regular fish days, a blackboard, upon which is written the names of the varieties of fish in stock for that day is placed outside the door. This is the only method of advertising used, no window displays or otherwise announcing to the public that fish is a regular business with this store. "People buy fish that I have never seen before, I do not know where they come from or how they become aware that we sold fish, they just come," was Mr. Parks' parting remark.

DAVIES
QUALITY
PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

Oleomargarine that Sells

When you desire a real high-grade Oleomargarine, which does not merely sell once, but repeats continually after the first sale—buy and feature

"MAYFLOWER" Brand Oleomargarine
AND
"CLOVER BLOSSOM" Brand Oleomargarine

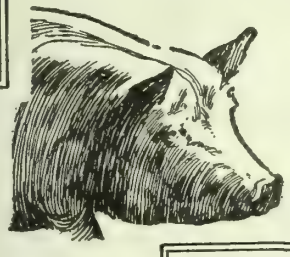
There are brands which give satisfa tion, and for which a large and steady demand has all ready been created.

If you haven't already tried at least one of them, order a shipment to-day, and in this manner give your customers the pleasure of using Oleomargarine which is manufactured by one of the largest Oleomargarine concerns.

We are sole agents for these brands. You can either order direct, or purchase through our traveller.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

Montreal **Hamilton**

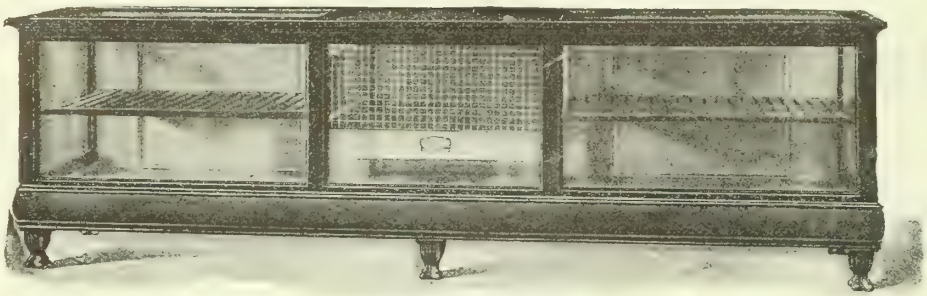




ARCTIC

Refrigeration Equipment

Counter refrigerators—upright refrigerators—cold storage doors, windows, and special refrigeration equipment to suit the requirements of any store, large or small.





Write for free catalog

JOHN HILLOCK & CO., LIMITED

Office, Showrooms and Factory, 154 George Street, Toronto

Agencies:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 280 Main St., Winnipeg; Western Butchers' Supply Co., Regina, Sask.



The World's Finest Vinegar Product

Brewed from choice barley malt, clarified and aged after the manner of the best wines, Heinz Malt Vinegar has a natural golden-brown color and delicious aromatic flavor not found in any other vinegar. In 16 oz. and 32 oz. bottles.

H. J. HEINZ COMPANY

Pittsburgh Toronto Montreal

Little Selling Effort



will, we feel sure, be required for the selling of "Maroma" Salad Dressing. Its satisfying qualities as an aid to delicious fish and all kinds of meats, entrees has given it a first place for profitable returns.

Our OLIVE BUTTER is also recognized as a brisk, steady seller and a daily prominent display should bring regular profits. Made from selected spices, Olives, Pimento and Malt Vinegar.

Sold and Manufactured by

E. W. Jeffress Limited

Walkerville, Canada

W. G. Patrick & Co., Limited

Toronto and Winnipeg Selling Agents for our Blue Seal Lines

Why Stocked-up Dealers are Ordering "Windmill"—

The finest product of the British West Indies—the whole-sugar molasses produced by Plantations, Limited—is cut below the market in price to enable every dealer to meet the popular demand for a reduction in the H. C. of L., and at the same time to net a reasonable profit!

Our advertising is letting the public know the truth about the molasses substitutes situation, and is showing them that they cannot be sure of getting the genuine article unless they insist on

Windmill
Barbados
Super-Fancy

f.o.b. Montreal
f.o.b. Quebec
f.o.b. St. John, N.B.

$1.33 per Imperial Gallon

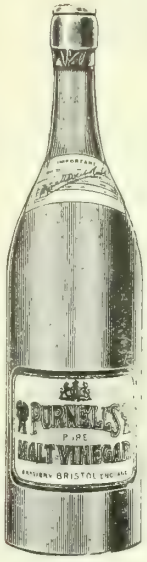
You will get far more business on Windmill Brand than you ever got on nameless bulk goods or the canned stuff. Windmill Brand comes in puncheons and you sell it in customers' containers as usual. It is so good, your customers will use more than ever!

Telegraph rush orders to

Pure Cane Molasses Co. of Canada, Limited

St. John, N.B. **Montreal, Quebec**

PURNELL'S



England's Best PURE MALT

VINEGAR, PICKLES & SAUCES

SPECIALITY **B V** FRUIT SAUCE

Have Stood the Test of Time
Having Been Established since 1750

Our Agents have a full range of samples

PURNELL & PANTER, LTD., Bristol, ENGLAND

Canadian Agents:
J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.
J. Hunter White, 7 and 8 North Market Wharf, St. John, N.B.
R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
W. T. Donohue, 401 Richmond St., London, Ont.
The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.
J. E. Huxley & Co., P. O. Box 815, Winnipeg.
C. E. Jarvis & Co., Duncan Buildings, Pender St. West, Vancouver, B.C.

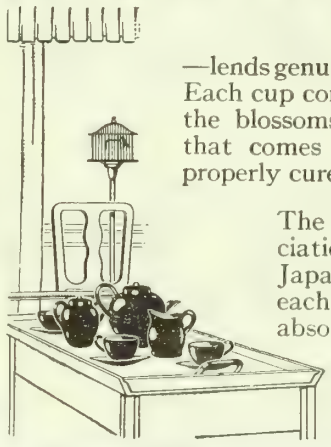
Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

JAPAN TEA



—lends genuine distinction to hospitality. Each cup contains the delicate aroma of the blossoms of Japan and the flavor that comes only from tender leaves, properly cured.

The Japan Tea Growers' Association and the Government of Japan place their guarantee on each pound — a guarantee of absolute purity.

"Tea is a medium of no inconsiderable amount of nutriment."
—Enc. Britannica.

18

The amount of profit to be secured through handling any particular product is regulated by the strength of the consumer demand.

Systematic consumer advertising, backed up by its own incomparable goodness, has created a demand for Japan Tea, that you will find it profitable to cater to. Other dealers are reaping better profits from this trade. So can you.

MARIGOLD



MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

. . . a popular repeater

Brodie's XXX Self-Raising Flour



Persuade your customers to try *Brodie's XXX Flour* next time they order—the baking results it produces will more than please them and steady repeats will be the rule.

Brodie & Harvie, Limited
Bleury Street, Montreal

Ontario Representatives:
Chadwick & Co., 34 Duke St., Toronto
Quebec Representatives:
Renaud & Cie, Incorporated, Quebec

Plenty of Eno's Now!

Have ***you*** stocked your supply of the best-selling proprietary in Canada?

All live wholesalers and 90% of the retailers have large stocks to-day. This was not true during war-days when some dealers, in an honest attempt to meet their customers' demands, tried to sell substitutes, which of course hurt their trade and reputation for quality. Happily, a few wise wholesalers always appreciated the fact that



ENO'S FRUIT SALT

was ***the*** great seller, and when they could get it they pushed its sale.

In conclusion—a word to the wise is sufficient—Keep a large stock of the Salt that outsells all other Salts, Salines and so-called Health Salts in the world—**ENO'S FRUIT SALT.**

GOOD HEALTH
ENO'S FRUIT SALT

Prepared only by
J. C. ENO, Ltd., "Fruit Salt" Works, LONDON, England

Sole Agents
HAROLD F. RITCHIE & CO., Limited
New York TORONTO Sydney

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE



Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd.. Toronto

OCEAN BLUE

In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from Your Wholesaler.

HARGREAVES (CANADA) Limited

The Gray Building, 24 and 26 Wellington St. W., Toronto

Y & S
STICK LICORICE

in 10c Cartons



Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company

MONTREAL

Catalogue and Price List on Application.



'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-

GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J.W. Gorham & Co.



Vin Tonic

Sanator

a genuine Tonic for

Invalids

Known the World over

Send your orders direct to

Nap. Morrissette

18 Cartier Square

MONTREAL

Before gauging your stock requirements of butter, lard and other shortenings for the coming baking season, you will be vitally interested in the significance of the big publicity campaign being launched by The Canada Starch Company, Limited, for Mazola, the wonderful oil for Frying, Shortening, and Salads.

How will the Big Mazola Campaign Affect Your Grocery Sales?

THE baking season, so full of profit possibilities to the alert dealer, is again in full swing. Your own experience shows that with butter at its present price, and going higher as winter advances, people cannot use it freely in cooking. Favorite dishes have disappeared from the table.

Mazola, a wonderful cooking oil from the heart of golden corn, is already a success, without advertising. It needs only to be known to become staple. It has come to stay. All the resources of The Canada Starch Company, Limited, with its 63 years of merchandising experience, are pledged to the work of spreading MAZOLA news to every Canadian Kitchen.

Every sale and advertising plan is being used without regard to cost.

Decide now to plan an adequate stock to take care of the business you believe will follow.



In 1, 2 and 8 lb. TINS

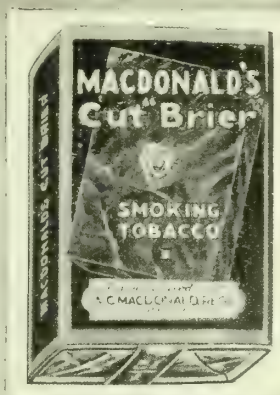
The Canada Starch Company

Limited

MONTREAL

Makers of Lily White Syrup
Crown Brand Syrup
Benson's Corn Starch
and Mazola

"The Tobacco with a heart"





Quality was the foundation of Macdonald's in 1858.
And that same old quality is still to be found in Cut "Brier" and "British Consols."

Manufactured by
W. C. MACDONALD, REGD.,
INCORPORATED
MONTREAL



W. C. MACDONALD REGD.
INCORPORATED
MONTREAL



(HIGH PATENT)

The Flour of Peace

AFTER several years of Government regulation, the restrictions upon the manufacture of patent flour have been removed. We are now supplying

PURITY FLOUR

in the manufacture of which we take so much pride—the high quality pre-war patent, which earned a national reputation for better bread, cakes and pastry.

No announcement of this Company was ever made with more pleasure and we are sure that the public will share our satisfaction in returning to the old flour.

Western Canada Flour Mills Co., Limited



Furnivall's FINE FRUIT PURE JAM

MR. GROCER,

The slogan: "Made-in-Canada" was never more in need of your full support than at the present time. This refers to all lines in general, but particularly to

CANADIAN-MADE JAMS AND MARMALADE

The word "pure" on a package is your safeguard against adulteration. **Look for the word "pure."** Furnivall's jams and marmalade are guaranteed absolutely pure and are made under Government supervision. The quality goes in the jar before the label goes on.

FURNIVALL-NEW

Limited

Hamilton - Canada

AGENTS—City of Toronto: C. H. Grainger, 406 Parliament St. Eastern and Western Ontario: The Specialty Sales Co. of Toronto. Northern Ontario: E. A. Cuff, North Bay, Ont. Hamilton: J. T. Price & Co., 35 Mary St. The City of Ottawa, Quebec and Lower Provinces, with exception of Cape Breton: Geo. Hodge & Son, Ltd., Montreal, Que. Cape Breton Island: O. N. Mann, Sydney, N.S. Manitoba, Alberta, Saskatchewan and British Columbia: A. D. Norman, Scott Block, Winnipeg, Man.

15 *Big Sellers*
For the Fall and Winter Trade

Pickled Onions
Chow Chow
Corn Chowder
Confectionery Supplies
Liquid Soaps

Pickled Beets
French Mustard
es
Fruit Juices
Glycerine Soaps

Pickled Red Cabbage
Worcester Sauce
Marmalades
Florida Waters
Bay Rum, Etc.

All Lines Guaranteed and Show Big Profits

WAIT FOR OUR TRAVELLERS OR WRITE DIRECT

TRADE SUNDRIES MFG. LTD.
232 Clarke St., MONTREAL







It's Astonishing the Good Profits You Can Make

—if you are selling the right products such as Malcolm Milk Products. First show them in displays and then advise your customers constantly.

The Effort is little but the Profits will be large.

Made in Canada

The Malcolm Condensing Co., Limited
ST. GEORGE, ONT.

Black
Tan
Toney Red
Dark Brown



That
NUGGET
Smile

"NUGGET" Shoe Polish

The polish that does not cake or freeze. The all-year and always satisfactory polish.

Nugget gives a better shine in less time and with less effort than any other polish. This is why there is such an insistent demand for Nugget at all times. Every dealer who caters to please his customers always keeps a good stock on hand.

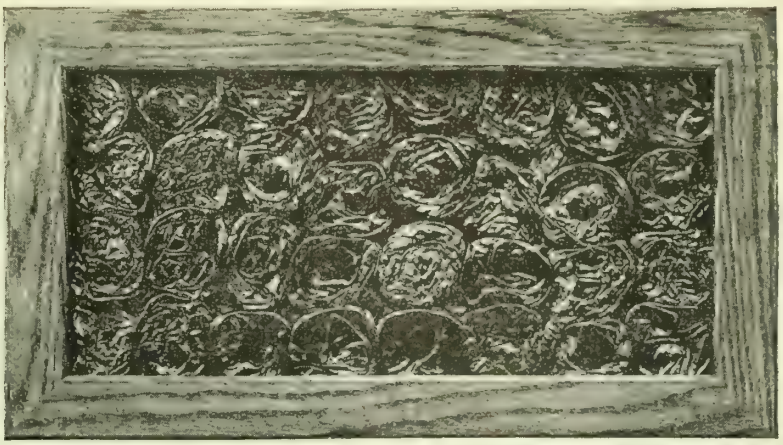
The generous amount of publicity carried on throughout the Dominion is creating a steady volume of business for all Nugget dealers. Look over your stock and, if you are low, order now.

The Nugget Polish Co., Limited

TORONTO - CANADA

Actual size of display in each "pocket" is 5½ x 11½

In the counter shown below there are 15 small, and 8 larger displays.



Sell Food By Weight

Why not own this counter?

It pays you a big return while you are paying for it.

Show the Goods that Pay You the Greatest Profits

NOW is the time to plan your winter selling—and to improve your store.

Let your "specials" be timely. Your demand for dried fruits and similar winter favorites will be large. Make their display an appetizing, profitable feature by showing them attractively in the Sherer Sanitary Grocery Counter. There are nearly 80,000 such counters earning daily dividends for their owners by display, cleanliness and economy of time and space.

Sherer-Gillett Co., Ltd.

Dept. 57

GUELPH ONTARIO

Cut out Coupon and get full information!

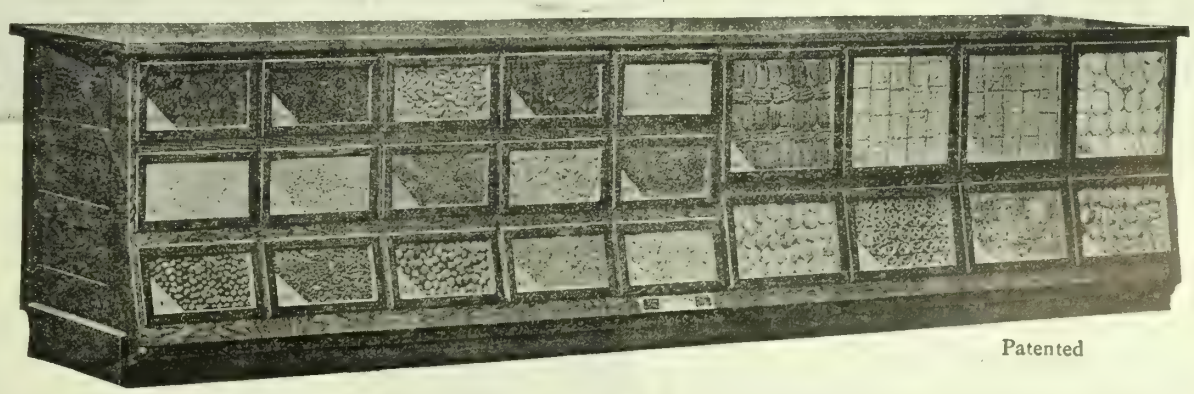
SHERER-GILLETT CO.
Guelph, Ontario Dept. 57

Send us your late 1920 catalogue and terms.

Name.....

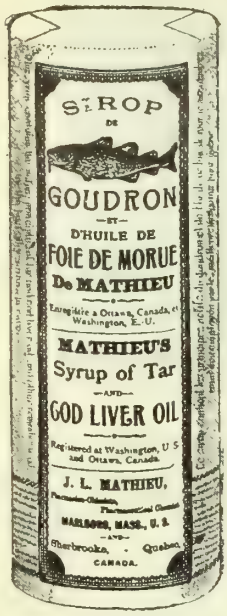
Town.....

Province.....



Patented

This is one of several favored styles



Its Efficiency Will Boost Sales

Through the excellent curative properties it possesses your customers will be entirely satisfied with Mathieu's Syrup of Tar and Cod Liver Oil. It affords relief for those suffering from Influenza, La Grippe, etc.—at the same time its excellent tonic properties build up the system.

Where there is a demand, steady sales are sure to be made.

Order a supply to-day.

J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE - QUEBEC



Good Pencils Attractively Displayed

mean considerably more business without a proportionate extra bother on your part.

Send for your first order of Cane's Pencils to-day and watch the counter display earn you profits.

Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONT.







Whittemore's Shoe Polishes

Are Superior





Preserve the Leather
Give a More Lasting Shine
Keep Shoes Looking New

Send for Complete Catalog



Canadian cheques on Montreal accepted at par

Whittemore Bros. Corp., Boston, Mass., U.S.A.



Master Mason

The Plug Smoking Tobacco which MAKES AND HOLDS CUSTOMERS

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason**—the peer of "Joy Smokes."

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG



Is It Running Low?

On crisp Fall days favorite dishes flavored with Mapleine touch the spot.

Mapleine

"The Golden Flavor"

Housewives use Mapleine in syrup for daily hot cakes, in sauce for puddings and apple dumplings. It goes into the heart of baked apples—flavors cakes and icings— pumpkin and mince pies.

This frequent use soon empties the Mapleine bottle, and do not disappoint customers by telling them "You are just out."

Order to-day of your jobber.

F. E. Robson & Co., 7 Wellington St. West, Toronto
Mason & Hickey, Box 2949 - Winnipeg

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.

OWEN SOUND - - ONTARIO



A Good Idea

— would be the purchasing of a small stock of Marsh's Grape Juice — but the profits will repay you doubly.

This delicious Grape Juice is of a high standard quality — pressed from sound Concord grapes.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company Limited

Toronto and Montreal

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK
Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$8 00
Reindeer Brand, small, each 48 cans	9 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario

Wheatgold Breakfast Cereal Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50
5-lb. tins, 1 doz. in case	7 15

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	
40-lb. Canada Laundry	$0 10¾
100-lb. kegs, No. 1 white	0 11¼
200-lb. bbls., No. 1 white	0 11¼
40-lb. Edwardsburg Silver Gloss, 1-lb. chrome pkgs.	0 12¾
40 lbs., Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	5 00
Culinary Starch 4 lbs., W. T. Benson & Co.'s (Prices in Maritime Provinces 10c per case higher.)	
Challenge Corn	0 11
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. (20-lb. boxes ¼c higher, except potato flour.)	0 14

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 12½
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 11
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 11
40 lbs. Argo Corn Starch, 1 lb. packages	0 11
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb. (20-lb. boxes ¼c higher, except Potato Flour)	0 14

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	6 00
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55
20-lb. tins, ¼ doz. in case	6 00
Celebrated Prepared	0 13½
40-lbs. Canada Pure or Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	$6 00
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55

(5, 10 and 20-lb. tins have wire handles.)

GELATIN

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

MAGOR, SON & CO., LTD.

INFANTS' FOOD

	Doz.
Robinson's Patent Barley—	
1-lb.	....
½ lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	.....
D.S.F., ½-lb.	.....
D.C.F., 1-lb.	.....
F.D., ¼-lb.	.....
	Per jar
Durham, 1-lb. jar, each	.....
Durham, 4-lb. jar, each	.....

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25
	Doz.
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1 26
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 34
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

OVERTAKING THE RISING COST OF SELLING

EVERY month sees travelling expenses mounting higher. Passenger fares and increased hotel bills have doubled and trebled salesmen's expenses during the past two years. Every company faces increased selling cost far beyond provision made at the first of the year.

There's one solution to this perplexing problem: You can increase the productiveness of your selling force by telling your merchants what you have,—reminding them of the sales possibilities of your lines, and building goodwill between your sales calls. You will save your salesman's time—and increase his efficiency by keeping your merchants in touch with your products through regular announcements in his business newspaper.

Many salesmen report merchants have orders saved up for them as a direct result of advertising in MacLean Trade Newspapers. Their time is saved and their business has been increased.

Advertising in trade newspapers builds business for the salesmen and co-operates with him in the very valuable work of preparing the ground for his call. In every village and town in Canada—in places where salesmen go regularly and in many where they seldom reach, there you'll find the MacLean trade newspaper building business and goodwill for your products—if you use it.

MacLean business newspapers go direct to the man who buys the very goods you sell. He relies on them for markets and prices of all the goods he buys.

The advertising pages are his newspaper, the editorial pages are his business advisers, for they deal directly with the very things he wants to know about—

As one enthusiastic subscriber told us in to-day's mail: "We find your price list one of the most convenient things in our office."

Let us show you how you can use trade newspapers to lower your yearly cost of selling.

The MacLean Publishing Company, Limited

Publishers of the Following Specialized Trade Newspapers:

Hardware & Metal	*Bookseller & Stationer*
Druggists' Weekly	*Dry Goods Review*
Canadian Grocer	*Men's Wear Review*
Sanitary Engineer	

"Ask Any Wholesale Grocer's Salesman"

About

PALMOLIVE

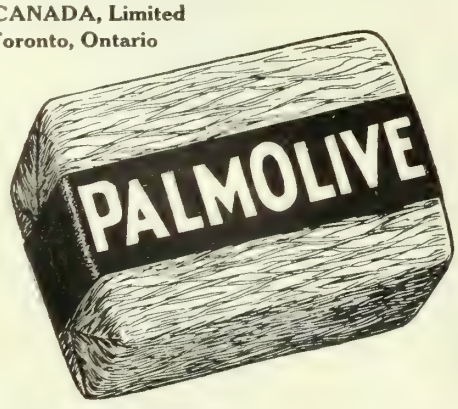
He will tell you that Palmolive is a staple which sells regularly with noticeable increase day by day and month by month, due to Palmolive quality and the hosts of new users constantly created by the forceful Palmolive advertising.

He will tell you that he likes to sell Palmolive because of the enormous demand which he knows exists for it and because it makes repeat sales every time.

Palmolive is the most profitable soap a grocer can handle because of the rapid turnover. It long ago proved itself the best known name and the most popular soap on the market.

Ask the next wholesale grocer's salesman that calls on you to tell you the story of the wonderful sales that grocers are making on Palmolive

THE PALMOLIVE COMPANY
OF CANADA, Limited
Toronto, Ontario



SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples, prices and supplies to:—

F. W. KENDRICK & CO.
313 Carter Cotton Buildings, Vancouver
or
HUGHES & CO.
109 Place d'Youville, Montreal

DOG MEAT FIBRINE CAKES

Spratt's Patent Limited
24-5 Fenchurch Street, London, E. C. 3, England

FRESH ARRIVALS DAILY

OF ALL VARIETIES OF

Domestic Fruits and Vegetables

Best Varieties of

FREESTONE PEACHES

NOW COMING

ORANGES, BANANAS, LEMONS

CALIFORNIA BARTLETT PEARS AND MALAGA GRAPES

THE HOUSE OF QUALITY

Hugh Walker & Son,

LIMITED

GUELPH *Established 1861* **ONTARIO**

APPLES APPLES

Best Varieties Ontario Winter Apples

Get in touch with us before buying your winter supply. We will be pleased to quote prices on carloads or smaller quantities.

DOMESTIC VEGETABLES

POTATOES ONIONS CARROTS BEETS TURNIPS CABBAGE PARSNIPS

Well-matured stock for winter storage. We have interesting prices.

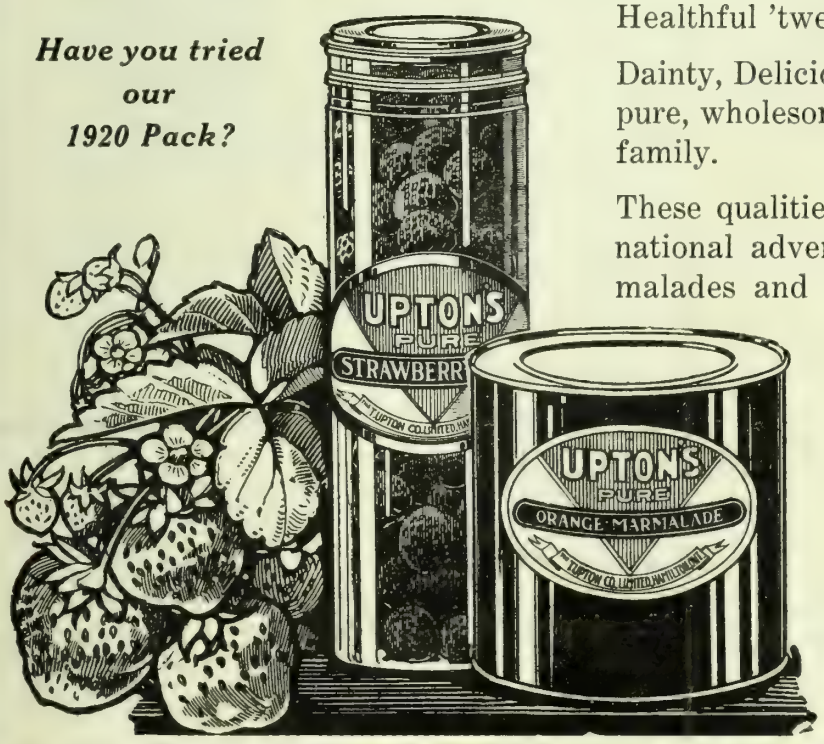
PETERS, DUNCAN LIMITED

88 Front St. E., TORONTO

Branches: NORTH BAY SUDBURY COBALT TIMMINS

UPTON'S Pure MARMALADES and JAMS

Have you tried our 1920 Pack?



Healthful 'tween meal snacks for the Kiddies—

Dainty, Delicious Deserts that grace any table—pure, wholesome food for any member of the family.

These qualities, plus attractive containers, plus national advertising, make Upton's Pure Marmalades and Jams the choice of wide-awake grocers everywhere.

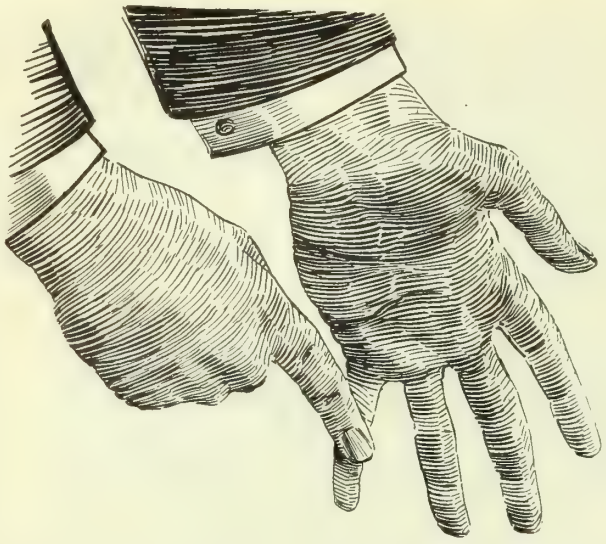
Order your supply to-day.

THE T. UPTON CO., LTD.

HAMILTON, CANADA

SELLING AGENTS:

S. H. Moore & Company, Toronto, Ont.
Rose and Laflamme, Ltd., Montreal, Que.
Scott-Bathgate Co., Ltd., Winnipeg, Man.
Gaetz & Co., Halifax, N.S.
Schofield & Beer, St. John, N.B.



Consider these five selling points on

White Swan Pancake Flour

before you stock up

1st—It is sold on a money-back guarantee.

2nd—Like every other one of the **White Swan Family** it has won the confidence and approval of the thousands of Canadian housewives who have used it.

3rd—It never fails to produce perfect results.

4th—Its profit margin is exceptionally good.

5th—It seldom fails to win repeat orders.

The big pancake season is now on and a good big display of White Swan Pancake Flour in your window and on your counter will bring you results that will handsomely reward any extra selling efforts.

White Swan Spices and Cereals, Limited

TORONTO, CANADA

INDEX TO ADVERTISERS

A

Albion Sewing Cotton Co., The 50
Arnett, Thos. Lewis 16

B

Bain & Co., Donald H. 12
Baker & Co., Walter..... 68
Bedlington& Co., Ltd., R. G..... 10
Belgo Trading Co., Reg. 16
Bickle & Greening, John W..... 18
Borden Co. 1
Brennan, H. C. 15
Brodie & Harvie 51

C

California Associated Raisin Co. 9
Canada Nut Co. 11
Canada Produce Co. 16
Canada Starch Co. 54
Canadian Cereal Co., Ltd..... 17
Cane & Son, Wm. 60
Cane Mola Co. 49
Cannon Canadian Co. 8
Chadwick & Co. 15
Channell Chemical Co. .....
Inside front cover
Chaput & Fils 24
Clark Ltd., W. 2
Clayoquot Sound Canning Co. . 11
Climax Baler 15
Connecticut Oyster Co 21
Connors Bros. .....Back cover
Crescent Mfg. (Mapleine) 62
Crosse & Blackwell..... 6

D

Davies Co., Wm. 47
Day & Martin 4
Diamond Dyes Co. 4
Dobree, Samuel 9
Dominion Canners, Ltd. 7
Dominion Confectioners Ltd.... 15
Donaldson-Phillips Agencies... 11
Duncan & Son, C. 14
Dunn, Albert 16

E

Eckardt, H. P. 63
Edgett Ltd., E. 11
Estabrooks Co., Ltd., T. H. 25
Eno Ltd., J. C. 52
Escott Co., Ltd., W. H..... 14
Eureka Refrigerator Co., Ltd... 9

F

Field & Co. 18
Furnivall-New, Ltd. 56

G

Gaetz & Co. 16
Gibson, Paterson, Brown Ltd... 14
Gipe-Hazard & Co. 68
Grant & Co., C. H. 12
Gray & Co., John 52
Griffiths & Co., Ltd., Geo. W.. 12

H

Hanson & Co., J. H. 16
Hargreaves, Ltd. 53
Hay, A. H. M. 16
Heinz & Co., H. J. 48
Henderson Brokerage, B. M... 11
Hillock & Co., Ltd., John 48

I

Imperial Extract Co. 23
Imperial Grain & Milling Co... 10

J

Japan Tea 50
James & Co., F. T. 19
Jeffress Ltd., E. W. 48

K

Kidd, T. Ashmore 15

L

Lawrason & Co., S. F 34, 35
Lemon Bros. 62
Loggie, Sons & Co. 15

M

Macdonald Reg., W. C. 55
Mackenzie, W. L. 12
Maclure & Co., A. M. 12
Maclure & Langley 3, 15
Magor, Son & Co., Ltd. 26
Malcolm Condensing Co. 57
Mann & Co., C. A. 67
Marsh Grape Juice Co. 62
Mason & Co., Ltd., Geo. 53
Mathieu Co., J. L. 60
McLauchlan, J. K. 15
McLay Brokerage Co. 12
Mickle, George T. 67
Moore & Co., R. M. 67
Midland Vinegar Co. 13
(H.P. Sauce.)
Morris & Co., C. 15
Morris & Co. 51
Morrisette, Nap. 53
Mowat & McGeachie 12
Mueller Co., Ltd., The Chas.... 67

N

Nagle Mercantile Agency 67
National Licorice Co. 53
Nelson, C. T. 11
Nettlefield & Co., E. B. 24
Nicholson, Rankin Co. 26
Norcanners, Ltd. 18
Nugget Polish Co. 58

O

Oakey & Sons, Ltd., John.... 11
O'Donnell & Co., John J..... 15
Old City Mfg. Co. 24
Olivier, G. F. 67
Ottawa Paint Works 60

P

Palmolive Co. 64
Pastene, P. 11
Patrick & Co., W. G. 15
Pennock & Co., H. P. 13
Peters, Duncan Ltd. 65
Prescott & Co. 15
Pritty Ltd., John 11
Purnell & Planter 50
Pure Cane Molasses Co. 49

R

Red Rose Tea 25
Richardson & Green 12
Rock City Tobacco Co..... 61
Rose & Laflamme 16

S

Salada Tea Co., Ltd. 23
Sarnia Paper Box Co. 67
Scott-Bathgate Co., Ltd. 14
Scott & Thomas 15
Sebringville Cheese Factory 67
Shepherd-Mott Co. 16
Sherer Gillet Co. 59
Smith, K. 16
Smith Brokerage Co., Ltd., The 16
So-Clean, Ltd. 67
Spratt's Patent, Ltd. 64
St. Arnaud Fils Cie 16
Stroyan-Dunwoody Co. 14
Swift-Canadian Co. Inside back cover

T

Toronto Pottery Works 67
Toronto Salt Works 67
Trade Sundries 57
Trent Mfg. Co. 67

U

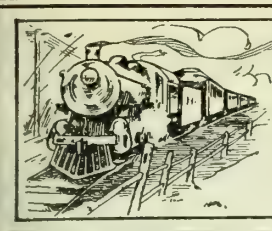
Upton Co., Ltd., The T. 65

V

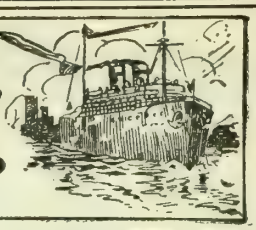
Vincentelli & Co., A. F. 67

W

Wagstaffe Limited 5
Walker & Sons, Hugh 64
Wallace Fisheries, Ltd. 10
Watford Mfg. Co. 9
Watson & Truesdale 13
Western Canada Flour Mills.. 56
Western Transfer & Storage Co. 11
Wethey Ltd., J. H. 22
White & Co. 20
White Cottell's 67
White Swan Spices & Cereals Co. 66
Whittall Can Co., A. R...Front cover
Whittemore Bros. Corp. 61
Wiley, Frank H. 12
Williams Storage Co. 13
Woods & Co., Walter 14



BUYERS' MARKET GUIDE
Latest Editorial Market News





STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 259 Kingswood Road Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound.
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

Olivier's Cream Toffee
5 cent bars
O. K.—Almond—Cocoanut
The finest made

Brokers
Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)
MEDICINE HAT

A. F. VINCENTELLI & CO.
ANTWERP (BELGIUM)
The oldest Corsican Candied Peel and Fruit Manufacturers
CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

TEA MAY BE HIGHER

A recent despatch from Colombo states that all grades of teas have advanced two to five cents per pound. Importers are of the opinion that teas are good buying at the present moment.

SHORTENING TO BE HIGHER

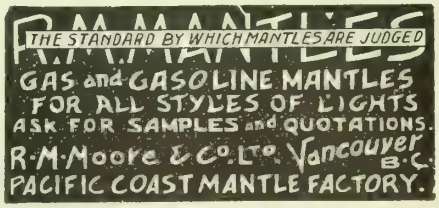
The shortening market is in a strong position and has a tendency to reach higher levels. It has been intimated that an advance of one and one half cents per pound will be registered the first part of this next week.

TRY OUR
BRICK and LIMBURGER CHEESE
Always Choice and Fresh
Sebringville Cheese Factory
R. R. No. 5 - STRATFORD, ONT.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577



The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS
Handpicked or Screened
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

SITUATIONS VACANT

YOUNG MAN (27), SINGLE, WITH THREE years' banking and eight years' general store experience, good education and appearance, very highly recommended, open for position after November 1st. Full information at Box 280, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED AT ONCE

GROCERY CLERK "MAN." STATE EXPERIence and salary wanted. Apply to Box 1309, Welland, Ont.

For Sale

1 Junior Enrober, Chocolate Dipping Machine, made by National Equipment Co., Springfield, Mass. Complete with trays and melting kettle. First-class condition. Replaced with larger machine reason for selling. Price $2,500.00 for complete outfit, f.o.b. Edmonton. NORTH-WEST BISCUIT COMPANY LIMITED, Edmonton, Canada.

COUNTRY GENERAL STORE AND BUSINESS for sale. Only store in village. Turnover $30,000, and can be considerably increased. Eight thousand will finance. This is a money-maker as books will show. Box 284, Canadian Grocer, 153 University Ave., Toronto, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

WHEN WRITING ADVERTISERS PLEASE MENTION THIS PAPER.

BAKER'S COCOA *and* CHOCOLATE



Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

POSITION WANTED

EXPERIENCED GROCER, LATELY IN BUSIness, desires traveller's position for district North Bay to Kapuskasing, including Porcupine area. Can start at once. Milton, Box 1, Swastika, Ont.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

FOR SALE AND WANTED

FOR SALE—ONE ELECTRIC COFFEE MILL, Hobart, granulator and pulverizer. One Van Berkel meat slicer. One Sherer counter, 16 ft. All in first-class condition. Merrick & Litster, Barrie, Ont.

FOR SALE—GOOD OLD RELIABLE GROCERY and butcher business, in a small town of about 600 population, good paying, but have to sell on account of ill health. Address or call. Wm. Lavoie, Belle River, Ont.

WANTED——LINES ON COMMISSION FOR the Maritime Provinces by two young men of ability and good connections. Write full particulars to Box 282, Canadian Grocer, 153 University Ave., Toronto.

WANTED AT ONCE—EXPERIENCED WHOLEsale grocery salesman for City of Sault Ste. Marie. Apply Post Office Box 974, Sault Ste. Marie, Ont.

EXPERIENCED GROCERY CLERK WANTED for city store. Must be a hustler, a good window dresser and stockkeeper. Apply stating wages to William Anderson, Chatham, Ont.

SITUATION WANTED—BY SMART YOUNG man having seven years' experience in retail selling. Apply stating salary expected to Box 286, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—IMMEDIATELY, GENERAL STORE business. Solid brick store and residence combined. Excellent village location. Apply at once for full information. Mrs. Edith McConnell. Wooler, Ont.

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL IDENTIFY YOU.

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1908.

Nagle Mercantile Agency
Laprairie (Montreal) Que

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

Sales-Making Advertising on Oleomargarine

ABOUT the time you read this, thousands of housewives will also be reading the strong and extensive advertising which we are running in all leading Eastern newspapers, featuring

Swift's "Premium" and "Gem Nut" Oleomargarine

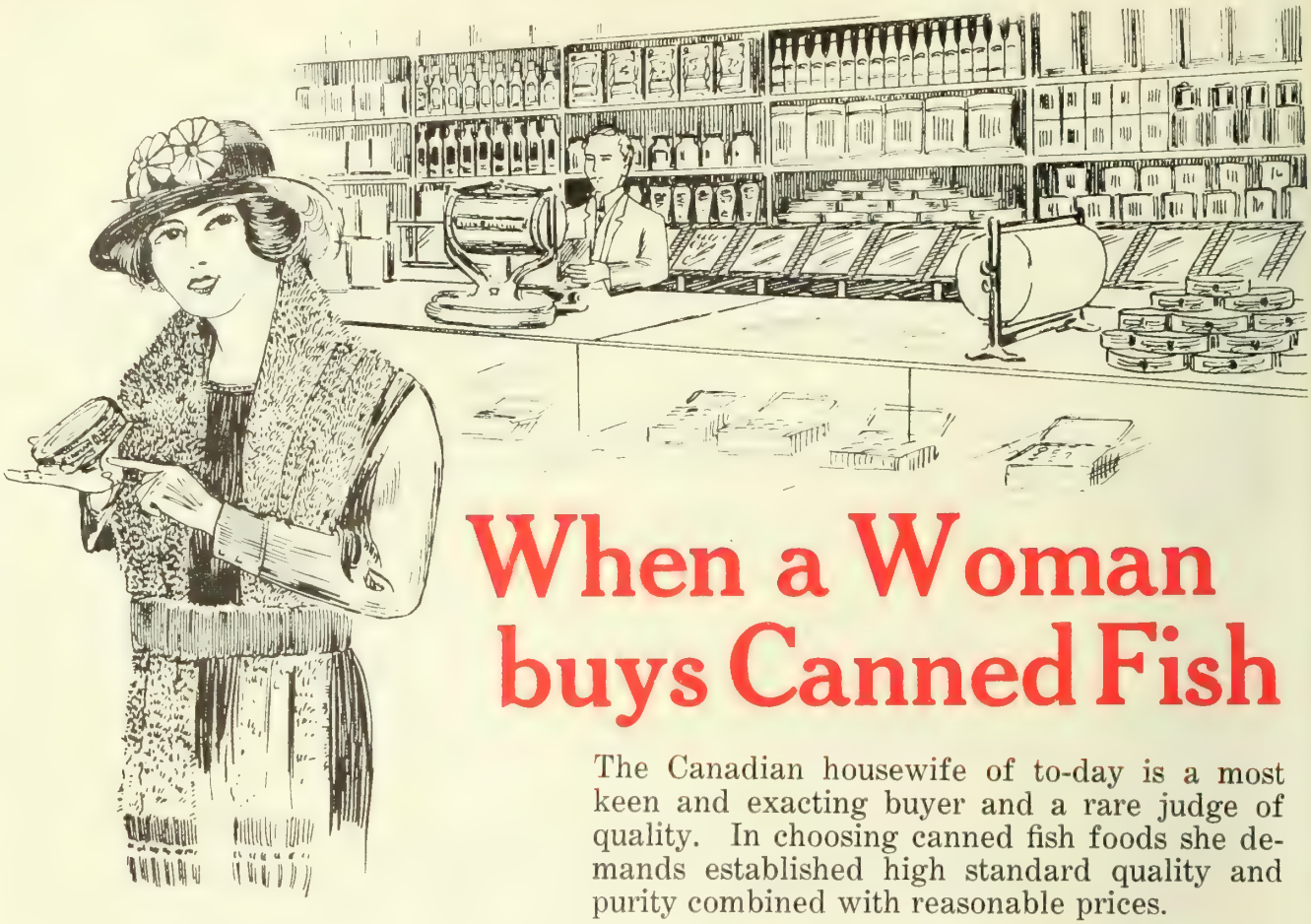
Then, in the November issue of all leading magazines in Canada, a page advertisement in full colors will further promote the popularity of Swift's Oleomargarine.

Profit By This Advertising

You will benefit in exact proportion to the co-operation you give. Let your customers **know** that **you** handle these appetizing and economical "spreads" for bread. Get a copy of this advertisement. Show it to your customers and it will link up your store with this campaign.

Swift Canadian Co.
Limited

Toronto **Winnipeg** **Edmonton**



When a Woman buys Canned Fish

The Canadian housewife of to-day is a most keen and exacting buyer and a rare judge of quality. In choosing canned fish foods she demands established high standard quality and purity combined with reasonable prices.

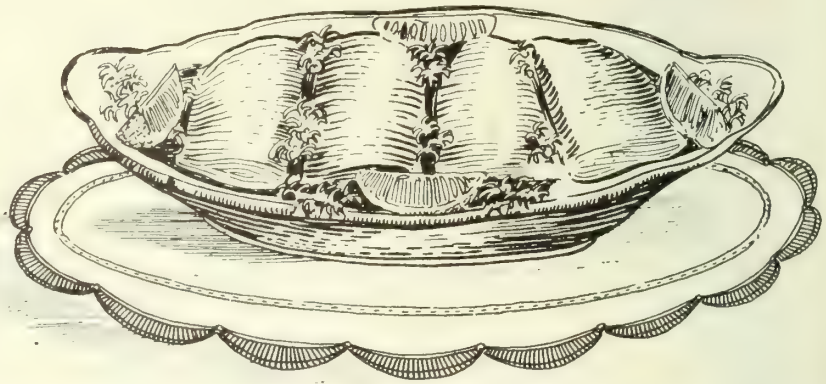
BRUNSWICK BRAND SEA FOODS

are recognized by Canadian women as the "highest quality, best value" Sea Food products and their incomparable reputation is netting Brunswick Brand dealers exceptionally good profits and rapid turnovers.

Connors Bros., Limited
BLACK'S HARBOR, N.B.

Winnipeg Representative:
Chas. Duncan & Son, Winnipeg, Man.



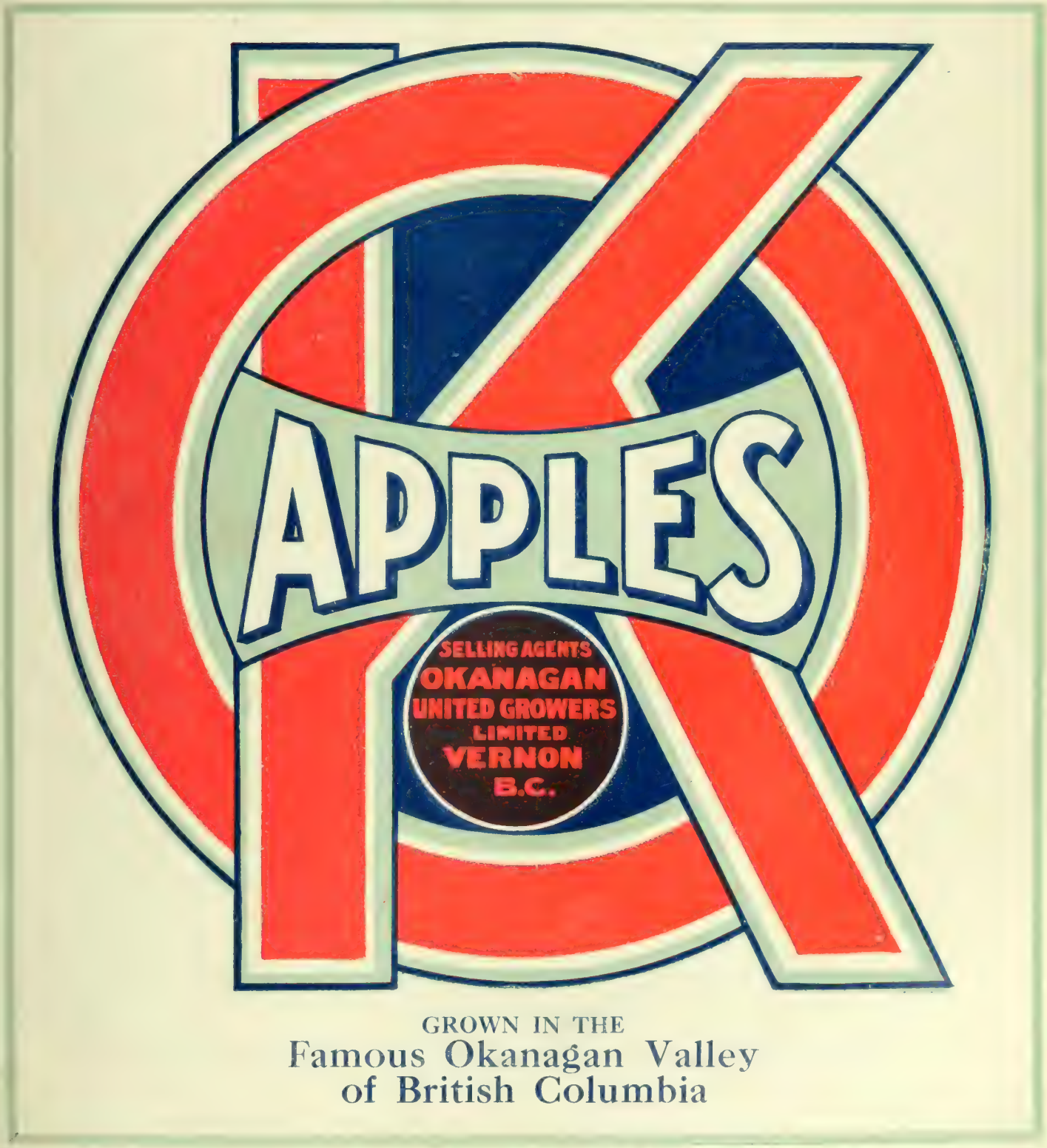


CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, OCTOBER 15, 1920 No. 42



GROWN IN THE
Famous Okanagan Valley
of British Columbia

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested



"The Disappearing Act"

Every merchant favors merchandise that does "the Disappearing Act" or, in other words, has a quick turnover.

The fast moving line is undoubtedly most profitable from every standpoint. It means large profits, more working capital, and attracts customers to the store.

The rapid disappearance of

Aladdin Dye Soap

from the dealer's stock is a feature that has made it immensely popular with the Trade. Its **constant disappearance** is assured by large space advertisements appearing in leading publications; combined with Aladdin's outstanding ability to make repeat sales.

Order a gross of Aladdin Dye Soap from your Jobber and ask for the handsome revolving Display Stand—FREE. It's a silent salesman that plays a big part in "the Disappearing Act."

CHANNELL CHEMICAL CO., LIMITED
TORONTO

Distributors of Aladdin Dye Soap **Makers of O-Cedar Products**

CANADIAN GROCER, published every Friday. Yearly subscription price, $1.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter July 5, 1913, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.



Borden's

Reindeer Coffee

Here is a popular *Borden* product that will prove a big seller this fall and winter. By simply adding boiling water, a cup of the most delicious coffee can be instantly made—no sugar or milk is required because they're both in the coffee. Does away with the old-fashioned coffee pot and percolator and its great convenience, wholesomeness and economy have won great favor with housewives everywhere.

Instantly appreciated by the thousands who sampled it at the Canadian National Exhibition.

Now is the time to feature it prominently, and by suggesting its handiness to every customer you will find this big seller will reap you splendid returns. Your jobber sells it.

The Borden Co., Limited
Montreal

Borden's Products—
Eagle Brand Milk
St. Charles Milk



Reindeer Coffee
Reindeer Cocoa
Malted Milk

The Finest Syrup In The World

$1.33

PER IMPERIAL GALLON

f.o.b. Montreal, Quebec and St. John, N.B.

You wouldn't try to sell your customers margarine for best butter. Similarly, there is no reason, because you happen to be stocked up with Black-Strap, or other refinery-waste molasses, for losing sales on the finest syrup in the world—

WINDMILL BARBADOS SUPER - FANCY

Put in, at the very least, one puncheon of Windmill Brand to meet the demand aroused by our advertising. Then watch your trade grow. You'll never order the old stuff again. And look at the price!

TELEGRAPH YOUR ORDERS TO

PURE CANE MOLASSES CO.

OF CANADA, LIMITED

ST. JOHN, N.B. MONTREAL, QUEBEC

WAGSTAFFE'S

Candied Peels

(Lemon, Orange, and Citron)

Now Ready for Delivery



They are equal to the best British make, are far superior in flavor and color to Imported American Peels. Mr. Retailer, insist on getting WAGSTAFFE'S PEELS, they are CANADIAN—no better made.

Order From Your Wholesale Grocer

WAGSTAFFE, LIMITED

PURE FOOD PRESERVERS

HAMILTON - CANADA

TOMATO SOUP

as you are aware, Mr. Grocer, has the most extensive sale of any prepared Soups.

CLARK'S
TOMATO SOUP

NEW SEASON'S PACK



NOW READY

is made from the very finest red ripe Canadian grown tomatoes, by a purely Canadian company employing Canadian help and keeping its resources in Canada.

But apart from that it is unsurpassed by any other Tomato Soup offering, is a "best seller" and its sale always means repeat orders.

STOCK NOW

DON'T MISS A SALE

W. CLARK, LIMITED

MONTREAL

In 2 and 5-lb. cartons
10, 20 and 100-lb. bags



Eliminating Some of the Loss on Bulk Sugar

OVER Seventy-five per cent. of the groceries sold in Canada are sold in package form, and yet there are few that the housewife cannot buy in bulk if she wishes to do so. Her decided preference for trade-marked package goods, in the majority of cases, cannot be due to any indifference to values.

Sugar represents a considerable part of the grocer's business. In handling loose sugar many pounds are wasted through spillage while scooping, and the breaking of paper bags. The employee's time, taken in weighing and wrapping, and the cost of paper, boxes and twine, all come out of the grocer's pocket and add to his cost of doing business.

Lantic Sugar in machine-packed cartons and cotton bags is a positive safeguard against spilled sugar, broken paper bags, and evaporation. Bought by the Refinery in enormous quantities, they actually cost less, both to the retailer and to the consumer, than the retailer's paper bags, twine, and the time it takes to weigh and wrap packages.

Lantic cartons and bags can be delivered to the consumer without wrapping.

To the alert grocer who watches merchandising tendencies, bulk sugar is fast going out of date.

ATLANTIC SUGAR REFINERIES, LIMITED
MONTREAL

MAZOLA

Simply Had to Come!

Just as electric lighting, the telephone, the motor car all came in answer to a crying need in modern life, a perfectly refined cooking oil from bountiful corn answers the immediate needs of kitchen economy.

From the Heart of the Golden Corn comes the greatest opportunity offered for many years in the line of food products.

MAZOLA simply had to come—the product of the hour—not just a grocery specialty, but almost an economic necessity.

Go back over your own experience, and you will agree that the merchant who profited most was he who early realized the tendencies of the trade, the man who visioned the imminent requirements of consumer demand, when the voice of that demand was a mere whisper.

The stage is set for Corn Oil at its best—in its most pleasing and useful form—MAZOLA. Consider the ever-mounting cost of butter and other old-style shortenings; the enforced changes in baking and eating habits; the growing dislike in refined homes to the use of animal fats; all those general conditions summed up under the term "H. C. L.," which are straining the average family budget to bursting point. To all this MAZOLA brings the relief required.

Present-day conditions are forcing MAZOLA into a market desperate to buy! It has the tremendous advantage of being first to realize and meet that demand. It is sure of a permanent market, being based on an actual and growing need.

Not an Experiment

The experimental stage is over. High in nutritive and utility value, MAZOLA has conquered every test. It has been stamped "O.K." by recognized experts in culinary science, famous chefs of leading hotels, clubs and transportation companies. Greatest of all, it has stood the final consumer test in Canadian homes.

In the big consuming market to the south of us, where conditions are equally acute, over 50 million pounds of MAZOLA were used in baking last year, practically half a pound per unit of population.

Canadian-Made MAZOLA

Corn Oil in the handy MAZOLA tin, and at the new price which intensifies its saleability, will find an eagerly ready demand; one that will tax all our resources to adequately meet.

Confidently we predict a tremendous sale just as soon as the anxious public is made aware of the coming of MAZOLA to relieve the baking situation. Our new refinery is equipped to cope with any reasonable demand, with ample provision made for the extensions required by an expanding market.

For the consumer, the utility value of MAZOLA is unlimited. To the retail grocer and wholesale distributor, no grocery product affords such profit possibilities.

We feel fortunate in being able to offer to our friends in control of distributive channels a product so entirely satisfactory from every merchandising angle.

THE CANADA STARCH COMPANY, LIMITED
MONTREAL

California Fruit Growers Exchange

A Non-Profit, Co-operative Organization of 10,500 Growers

TO THE TRADE:

Now is the time to push lemons. California is practically giving them away. Only a few times in the history of the lemon industry have our prices on California lemons been so low.

Lemons have been selling below the cost of production all summer. Growers' returns are approximately $2.00 a box below a ten-year average. In view of increased costs, they should have been considerably above the ten-year average to enable the grower to break even.

Yet most retailers have failed to cash-in on this opportunity because of the practically universal habit of fixing retail prices of lemons without regard to wholesale costs.

This practice has resulted in slow sales—retarded turnover—and it must be remembered that no profit is made until goods are sold—hence margins which are too wide defeat profits by slowing up sales.

The way to make money on lemons is to—

Price them *by the dozen* on the basis of a fair margin over current wholesale prices.

Such margin is conceded to be 25% on sales (equivalent to 33⅓% on cost). Such a margin results in rapid sales, increased turnover, fresh stock, accelerated consumption and consequently much greater net profits.

Display lemons by putting them where the customer can see them—price them *by the dozen,* not by the three or four—put a price card on them—and watch them move out!

Do not be afraid of the season. Lemons are sold freely all winter by merchants who price them consistently in accordance with wholesale costs. Such merchants sell almost as many lemons in the winter as in summer—and you can do the same if you follow these suggestions.

At present prices lemons should be your "leader." Make next week a "Lemon Week" in your store.

To make figuring easy for you, below is printed a *selling chart.* Thereon are prices which yield you 25% on sales (33⅓% on cost) and all the work is done for you. Note it carefully—it will save you all trouble of figuring—and its use will very greatly increase your sales and net earnings on this important all-the-year-round fruit.

Selling Price Chart

To Yield 25% Margin on the Selling Price—California Lemons

The cost per box is shown at the top of each column and the various sizes of Lemons are given in the column at the left.

To find selling price per dozen to yield 25% margin on the selling price (which is equivalent to 33⅓% on the cost), locate the size in left-hand column and follow the line to the right until it intersects the column corresponding to price paid for box. The figure at intersection is the selling price per dozen.

Example. A box of 300-size Lemons costing you $5.00 will yield 25% on the sale if sold at 27 cents per dozen. (See Chart.) Remember these figures indicate selling prices, **NOT** costs.

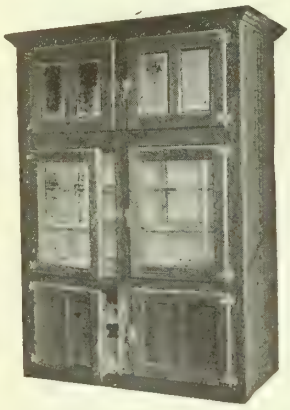
SELLING PRICE TABLE CALIFORNIA LEMONS																				
SIZE	$3.00	$3.25	$3.50	$3.75	$4.00	$4.25	$4.50	$4.75	$5.00	$5.25	$5.50	$5.75	$6.00	$6.25	$6.50	$6.75	$7.00	$7.25	$7.50	$7.75	$8.00
240	.20	.22	.24	.25	.27	.29	.30	.32	.34	.35	.37	.39	.40	.42	.44	.45	.47	.49	.50	.52	.53
270	.18	.20	.21	.23	.24	.26	.28	.29	.30	.32	.33	.35	.36	.38	.39	.40	.42	.43	.45	.46	.48
300	.16	.18	.19	.20	.22	.23	.24	.26	.27	.28	.30	.31	.32	.34	.35	.36	.38	.39	.40	.42	.43
360	.14	.15	.16	.17	.18	.19	.20	.22	.23	.24	.25	.26	.27	.28	.29	.30	.32	.33	.34	.35	.36
420	.12	.13	.14	.15	.16	.17	.18	.19	.20	.20	.21	.22	.23	.24	.25	.27	.28	.28	.29	.30	.31
442	.12	.12	.14	.15	.15	.16	.18	.18	.19	.20	.20	.22	.23	.23	.24	.26	.27	.27	.28	.28	.30
490	.10	.11	.12	.13	.14	.14	.15	.16	.17	.18	.18	.19	.20	.21	.22	.23	.23	.24	.25	.26	.27

Keep this chart handy for reference. Write us for free displays and selling helps.

CALIFORNIA FRUIT GROWERS EXCHANGE, *Los Angeles, California*

Eureka Refrigerators

Do you realize that you are paying for a good refrigerator by not having one? Loss in sales and deteriorated goods represent a goodly sum that is daily being lost by you.



Instal a *Eureka* Refrigerator. They keep goods in a saleable condition and earn their cost by what they save.



Write to-day for our free illustrated literature.

Eureka Refrigerator Co., Ltd.

Head Offices and Factories : OWEN SOUND, Ont.

Your Customers' Demands

are governed only by your ability to supply.

The Carnation advertising campaign creates the desire for Carnation milk.

Carnation advertising tells your customers that you supply Carnation Milk—that you are the Modern Milkman.

By featuring Carnation in your store you stimulate the rapid turnover of your stock and the increased profits you need to meet to-day's high costs.

Carnation advertising material is free. Write for one of the following pieces:

Suggestions for Window Trims—Counter Cutout—Counter Stand—Story of Carnation Recipe Book—Carnation Streamers or Hangers.

Address CARNATION MILK PRODUCTS CO., LTD.
Aylmer, Ont.

Remember—your jobber can supply you

Carnation Milk

"From Contented Cows"



The label is red and white

MINCE MEATS

READY FOR
DELIVERY

WETHEY'S

Standard Mince Meat
Extra Standard do.
Ready-to-Use do.
Home Made do.

Our CONDENSED MINCE MEAT is
procurable at all times.

Order from your jobber.

J. H. WETHEY, LIMITED
ST. CATHARINES, ONT.



Som-Mor Quick Service

WHEN you have a line of customers waiting to be served, time means money. The Biscuit in the Striped Package is a quick seller that saves time in handling. Its sanitary package ensures cleanliness and freshness. Everybody knows Som-Mor, through our extensive advertising to the consumer. **Quick turnover means better profits.**

Sell Som-Mor Biscuit

North-West Biscuit Company

EDMONTON ALBERTA

Regina Saskatoon Calgary Vancouver



Known and asked for the world over—

KEATING'S

The Universal Insecticide

Are you profiting by the constant demand for this proven insecticide? Keating's never fails to destroy all insect life with which it comes in contact. Every private home and public building is a prospect for you. Keating's kills

FLIES FLEAS MOSQUITOES
ANTS WASPS BEETLES BUGS
COCKROACHES or MOTHS

and is a steady seller all the year round. Keep your stock well supplied.

Made by THOMAS KEATING, London, England. Established 1788.

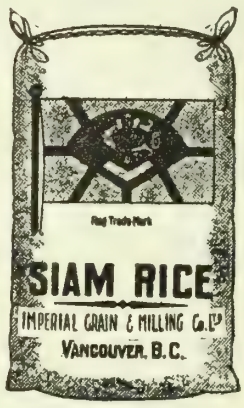
Sole Agents for Canada :

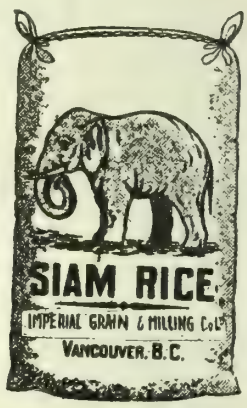
Harold F. Ritchie & Co., Limited

10 McCaul Street, Toronto

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

JOHN PRITTY
Merchandise Broker and Manufacturers' Agent
Head Office : REGINA, SASK.
We sell in car lots:

Butter	Poultry	Oyster Shells
Eggs	Rice	Cattle Molasses
Potatoes	Beans	Cattle Cake
		Etc., Etc.

A Live Western Organization

B. M. Henderson Brokerage, Ltd.
209 Empire Block, Corner Jasper Ave. and 101st Street, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Donaldson Phillips Agencies
Limited
Grocery and Produce Brokers
CANNED SALMON
124 Pacific Bldg. - Vancouver, B.C.



EVERY MORSEL EDIBLE AND DELICIOUS

A Prairie Buyer said he thought he had bought Albatross Pilchards. Beware of loose statements. Albatross Pilchards are always packed under Albatross Brand.

ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec :—Alfred Powis & Son, Hamilton, Ontario
Manitoba and Saskatchewan:—H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia :—Mason & Hickey
J. L. Beckwith, Victoria, B. C.

TELL THE LADY



That for making fish cakes, fish loaf, etc., Wallace's Herrings are splendid.

WALLACE FISHERIES
LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Special all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
Regina, Saskatoon, Calgary, Edmonton

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL HELP TO IDENTIFY YOU.

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

IN WRITING ADVERTISERS, PLEASE MENTION THIS PAPER.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your service every moment of the day when you enlist our services.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

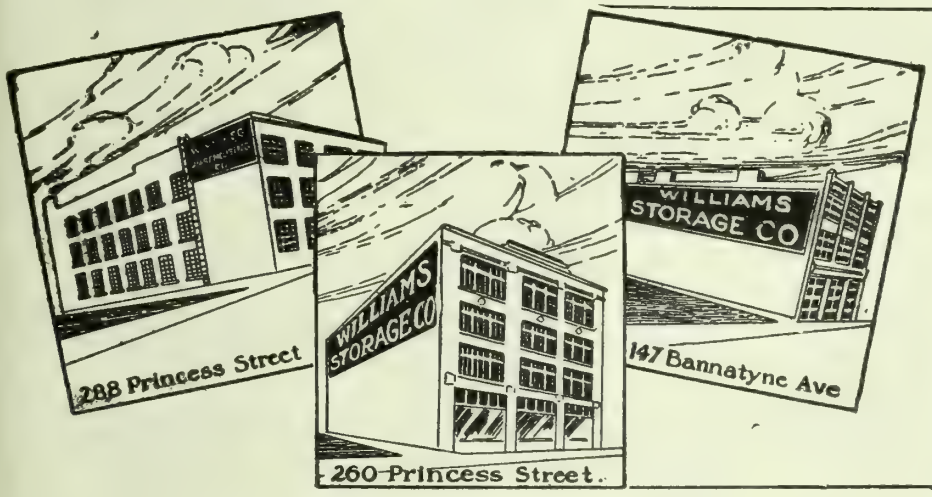
WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED



The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Say you saw it in Canadian Grocer, it will identify you.

GIBSON-PATERSON-BROWN LIMITED

Grocery Brokers and Manufacturers' Agents

WINNIPEG : CALGARY : VANCOUVER

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Service **Reliability** **Integrity**

This is the secret of our success in marketing goods in the West. We have founded our business on these three cornerstones: Service, Reliability, Integrity.

Fourteen Salesmen Covering the West

If your line does not conflict we can give you the same service.

SCOTT-BATHGATE CO., LIMITED

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. E., Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**



THOMPSON'S SEALED SALTED PEANUTS

Announce

Change in Size of Carton

Owing to the increased demand for Thompson's Salted Peanuts, we have decided to pack 40 packages to the carton, thereby enabling us to give you a better profit on our five-cent package.

Nifty Brand:
Whole, Blanched, Jumbos.
The peanut full of rich, creamy flavor.
Fresh—crisp—tasty.

Packed in five-pound tins with envelopes, each tin in an individual fibre board container ready to reship. Packed in Canada by

A. E. THOMPSON

Box 2015 **WINNIPEG**

G. B. THOMPSON, Western Distributors, Winnipeg

When Writing Advertisers Please Mention This Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
(Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
"We cover Ontario with Grocers' Specialties and Confections."

H. C. BRENNAN
Manufacturers Agent and Grocery Broker
Representing J. H. Wethey Ltd.
Galanopulos & Macris, Patras, Greece.
Kearney Bros. Ltd.
Open to represent other Manufacturers of high class foodstuffs.
Booth Bldg. OTTAWA, CANADA

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents
aud Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

John J. O'Donnell & Co.
Commission Brokers
Manufacturers' Agents
Representing J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited., Vancouver; Harry Hall & Co., Vancouver, and others. Correspondence solicited.
Heintzman Bldg., Windsor, Ont.

Information
We can keep you posted with all daily news and business Tips
Canadian Press Clipping Service
143-153 University Avenue, Toronto

LOBSTERS
If interested for immediate shipment, communicate with
T. ASHMORE KIDD
Broker
KINGSTON - ONTARIO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

The Norcanner Brand



of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines



Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY
American Headquarters:
105 Hudson Street, New York
Canadian Agents:
C. B. Hart Reg. Montreal
A. S. May & Co. Toronto
Donald H. Bain Co. Winnipeg

OCEAN BLUE
In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

AGENCIES WANTED
For all lines of food products for Montreal and Quebec. Best references.
H. WHITTALL
639 St. Hubert St., Montreal

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

Belgo-Canadian Trading Co. Regd.
Import and Export
General Distributors
Importers of BELL RICE, Dutch Cocoa and West Indian Products
103 St. Francois Xavier St MONTREAL

If you have anything in food line to sell or want to buy, ask us for prices. We buy and sell outright, also act as buying and selling agents and commission merchants.
Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

SHEPHERD-MOTT COMPANY
Manufacturers' Agents
Grocers' and Confectioners' Specialties
3 St. Nicholas St. - Montreal

K. Smith
Broker and Commission Merchant
1696A Hutchison St.
MONTREAL

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311 80 ST. PETER ST.
Residence 6383 QUEBEC

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - - - MONTREAL, QUE.

Waste Paper—

VERY HIGH PRICES NOW.

"CLIMAX" Steel BALERS

TURNS WASTE INTO PROFIT.

3,000 satisfied users.

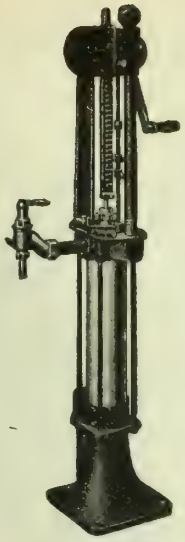
Made in 12 sizes—a size to suit every business.



A Boy can operate it.

Write for catalog and prices:
Climax Baler Co., Hamilton, Ont.

When Writing to Advertisers Kindly Mention this Paper



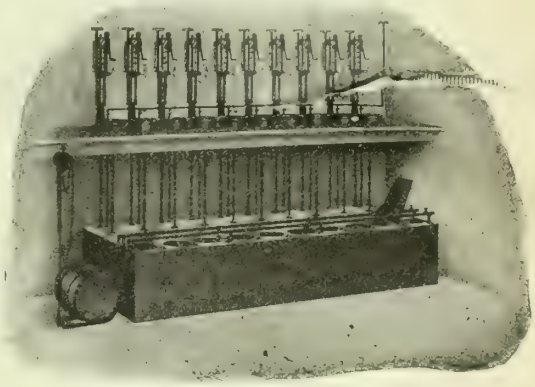
BOWSER
ESTABLISHED 1885

Oil Storage Efficiency

For cleanliness; safety, speed and accuracy in operation, and for business-promoting equipment—Bowser stands unsurpassed.

Systems made for oils, gasoline, kerosene, etc., protect you from losses and at the same time make satisfied customers.

Figure 41, as shown on the left, can be used for gasoline when connected with an underground tank; for kerosene and other oils the pump is connected with tanks in the basement.

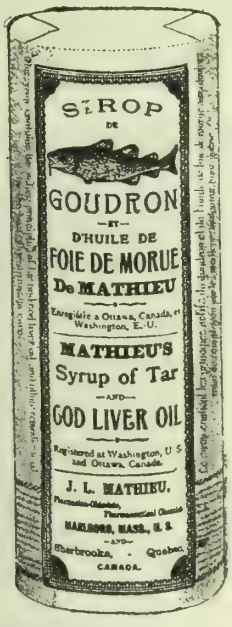


S. F. Bowser Company, Limited

66-68 Fraser Ave. - Toronto, Canada

Branch Offices in all Centres

Representatives Everywhere



Mathieu's Syrup of Tar and Cod Liver Oil — a splendid body builder.

You Can Always Sell Mathieu's Syrup of Tar and Cod Liver Oil

—because after having proven its efficiency for relieving sufferers of La Grippe, Influenza and Severe Colds, etc., it has instilled a confidence in customers that will surely bring continued sales.

An order to-day will bring an Early Shipment.

J. L. MATHIEU CO.

Proprietors

SHERBROOKE, QUEBEC

The Good Quality Never Varies

ROYAL ACADIA SUGAR

"Every Grain Pure Cane" is the real, concise description of Royal Acadia Sugar. Recommend it to all your customers—it will certainly give satisfaction.

Sold in 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

Acadia Sugar Refining Co., Ltd.

MONTREAL, QUE. HALIFAX, N.S.

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE



Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

Why You Should Feature KING GEORGE'S NAVY



is always worth pushing

If you fully realized what real profit-making value there is in King George's Navy Chewing Tobacco you would get a display working for you immediately.

Start right in to-day and become one of those aggressive grocers who are "making good" with King George's Navy.

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

MARSH'S

Suggest that name when your customers ask for a good beverage and be prepared for holiday business by stocking Marsh's Grape Juice, Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine and Raspberry Vinegar. They show a good profit and satisfy customers.

The Marsh Grape Juice Company

NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company, Limited

Toronto and Montreal





Vin Tonic

Sanator

a genuine Tonic for

Invalids

Known the World over

Send your orders direct to

Nap. Morrissette

18 Cartier Square

MONTREAL

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST. : : : : MONTREAL P.Q.

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

Sales Office
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

Sales Office
806 Lindsay Bldg
WINNIPEG
Repr.: A. E. Hanna

Canned Vegetables

We have pleasure in announcing our prices for new pack as follows:

Aylmer Corn, 2s. - - 1.50

Aylmer Tomatoes, 2½s. 1.72½

Terms: Net 30 days.

Ex Warehouse, Toronto, Shipments from Factory 5c. doz. less on Corn and 7½c. doz. less on Tomatoes.

All orders already booked will be filled at these prices

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

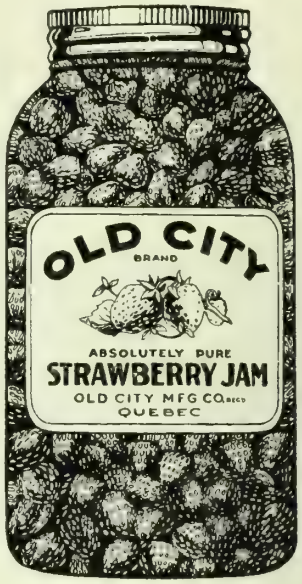
CHURCH STREET & ESPLANADE TORONTO

Give Your Customers a Treat

DO YOU not think you could sell home-made Jam to your customers?

You can sell OLD CITY JAM just as easily.

It is made with the same care and in the same way as home-made jam. It tastes just as good.



OLD CITY JAM

is not over-cooked like many jams. That is the secret of its rich, natural flavor.

Of course it is not packed in tins. It is sealed in glass jars. And there is more jam in the jar than in an equal priced 4 oz. tin.

The jars always come in handy when empty.

Old City Jam is made in five flavors.

Order a case or two to-day. Your customers will appreciate it.

E. B. Nettelfield & Company
50 Front Street East
Toronto

General Sales Agents

Represented by—Richardson & Green, Ltd., in Winnipeg, Regina, Saskatoon, Calgary, Edmonton; W. S. Watts, 124 Bruce St., London, for Western Ontario; J. H. Trowbridge, 256 Albert St., for Ottawa; R. H. Wyman, Yarmouth, N.S., for Newfoundland; Oake & Wyman, Halifax, N.S., for Nova Scotia and Prince Edward Island.

OLD CITY MANUFACTURING COMPANY, Reg'd

QUEBEC

You will find a ready demand for

Red Cross Pickles

in cans



Red Cross Pickles are made from vegetables grown in the Red River Valley, which is admittedly the finest vegetable ground in Canada.

They are packed in Gold Lacquered lined steel cans—not in glass bottles. The gold lacquered lining prevents any action the vinegar in the pickles might have on the metal of the can. The cans are air tight. Fermentation is impossible.

Not only are the pickles kept better in this way, but by using cans instead of bottles for containers we are enabled to give the purchaser twice as many pickles for his money.

Order a case or two of Red Cross Pickles to-day.

Packed by

Reynolds, Moore & Bentz, Limited
Winnipeg, Man.

E. B. Nettelfield & Company

50 Front Street East, Toronto
Eastern Sales Agents

Represented by:—J. L. Freeman & Co. for Montreal; J. B. Renaud & Co. for Quebec; W. S. Watts, 124 Bruce St., London, for Western Ontario; J. H. Trowbridge, 256 Albert St., for Ottawa; R. M. Wyman, Yarmouth, N.S., for Newfoundland; Oake & Wyman, Halifax, N.S., for Nova Scotia and Prince Edward Island.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

EGG CASE FILLERS

Will you be kind enough to tell me where I can buy fillers and cardboards for egg cases, and oblige.—N. Getty, Wheatley, Ont., R.R. No. 1.

Answer.—Trent Mfg. Co., Trenton, Ont.

FROZEN MEAT SHIPPERS

We have enquiries from our agents in Europe for frozen meat and we would thank you to give us the names of firms handling same.—Advertiser.

Answer.—Names of firms given direct.

CHEESE CUTTER MAKER

Kindly let me have the name of a firm making a cheese cutter. I think there is one located in Windsor.—George Cameron, Ottawa.

Answer.—The Computing Cheese Cutter Co., Windsor, Ont. Also International Business Machines Co., Toronto.

WINTER APPLE SHIPPERS

Kindly give names of firms where I can buy a carload of winter apples, Ontario apples preferred.—B. St. Arnaud.

Answer.—Lemon Bros., Owen Sound, Ont.; Okanagan United Growers, Vernon, B.C.

PEACH AND PEAR SHIPPERS.

We would be glad to receive names of Ontario shippers of peaches, pears, etc.—Winnipeg.

Answer.—Winona Fruit Growers, Winona, Ont.; C. P. Carpenter & Sons, Winona, Ont.; Wolverton Bros., Winona, Ont.; Ontario & Western Fruit Growers, Grimsby, Ont.; E. L. Jennett, Beamsville, Ont.; S. M. Culp, Beamsville, Ont.; St. Catharines Cold Storage Co., St. Catharines, Ont.; Titterington Bros., St. Catharines, Ont.

ELECTRIC COFFEE GRINDER

We want an electric coffee grinder, not taking up too much room. Would you put us in touch with some one if possible.—Advertiser.

Answer.—Hobart Mfg. Co., Toronto; A. J. Deer Co., Hornell, N.Y.; Coles Mfg. Co., Philadelphia, Pa.

CONFECTIONERY JOBBERS

Would you be good enough to furnish me with a list of local (Montreal) jobbers in the confectionery business.—M. H. Potter, Westmount.

Answer.—Dominion Confectioners Ltd. 229 Notre Dame West; Canadian Cocoanut Co., Ltd., 80 Lagauchetiere St.; Silcox & Drew, 33 St. Nicholas St., Montreal; R. J. Sharp, 33 St. Nicholas St., Montreal; Joyce & Co., Ltd., Reg; Montreal Nut and Brokerage, 30 Jurors St., Montreal.

SHOWCASE FIRMS IN MONTREAL AND TRANSPARENT COVERS FOR BARRELS AND BOXES

Please give me the names of showcase firms in Montreal or any other place in the Province of Quebec. Where can I obtain covers for barrels and boxes which are transparent, but not breakable? There is a firm in Ontario, but I do not know their address.—Subscriber.

Answer—Showcases: Jones Bros. & Co., 71 Bleury St., Montreal; Art Display Co., Ltd., 215 Notre Dame St., Montreal; Montreal Showcase Co., Ltd., 336 Craig St., Montreal.

Transparent Covers: Corning Glass Works, Corning, N.Y., are manufacturers of the Pyrex ware which is unbreakable glass. Could be purchased from H. S. Howland & Sons, Toronto, Ont., or any large hardware dealer.

COFFEE GRINDER

We require a coffee grinder. Would you kindly advise us where we could secure one?

J. FREEDMAN,
Ottawa, Ont.

Answer—Hobart Mfg. Co., Toronto, Ont.; A. J. Deer Co., Hornell, N.Y.

APPLE BUYERS

Please let me know the address of any buyers of apples, either boxed or in baskets. I have a good supply to offer.

M. E. HARVEY,
Milton, Ontario.

Answer—Hugh Walker & Son, Guelph, Ont.; White & Co., Toronto, Ont.; Lemon Bros., Owen Sound, Ont.; Peters Duncan Co., North Bay, and Toronto, Ont.; McWilliam & Everist, Toronto, Ont.; McBride Bros., Toronto, Ont.

PIN MANUFACTURERS

Can you give us the address of a pin manufacturer?

G. T. ARMSTRONG & SONS, LTD.,
Sherbrooke, P.Q.

Answer—American Pin Co., Waterbury, Conn.; National Pin Co., 20 Stanton Ave., Detroit, Mich.

TYPEWRITER FIRMS

Would you kindly forward list of names of firms handling typewriters?

T. F. EVERSLEY,
45 Frederick St., Port of Spain,
Trinidad, B.W.I.

Answer—Remington Typewriter Co., Toronto, Ont.; Underwood Typewriter Co., Toronto, Ont.; Royal Typewriter Co., Toronto, Ont.; National Typewriter Co., Toronto, Ont.; Dominion Typewriter Co., Toronto, Ont.; Williams Mfg. Co., Ltd., Montreal, Que.

BOOK OR MAGAZINE ON SMOKING AND CURING MEATS

Do you know of a book or magazine devoted to smoking and curing of meats?

J. MONK,
Windsor, Ont.

Answer—The only one we know of is the "Retail Butcher," by R. S. Matthews, published by the Byxbee Publishing Co., Chicago, Ill.

ADDRESS WANTED

Could you give us the American address of the Sherer-Gillett Company?

THE G. W. NICKERSON CO., LTD.,
Prince Rupert, B.C.

Answer—The American address of the Sherer-Gillett Company is Chicago, Ill., U.S.

Clipping of one of their advertisements which appear in Canadian Grocer has been sent. You will note by coupon they would be pleased to send catalogue to anyone interested.

CARLOADS OF WINTER APPLES

Would you kindly give us good connections with Ontario apple growers for a few carloads of winter apples? If possible, would you have these people send us quotations at once for the different varieties that they have to offer.

GUITE FRERES, LTD.,
New Richmond Station, Que.

Answer—We would refer you to Lemon Bros., Owen Sound, Ont.; Hugh Walker & Son, Guelph, Ont., and White & Co., Toronto, Ont., for carloads of winter apples.

BUYERS OF PULPWOOD

Please give me names and addresses of firms buying pulpwood in the rough.

JOSEPH DE VARENNES,
St. Paul's, N.B.

Answer—Belgo-Canadian Pulp & Paper Co., Shawinigan Falls, Que.; Chicoutimi La Cie de Pulpe, Chicoutimi, Que.; Jonquieres Pulp Co., Jonquieres, Que.; La Have Pulp Co., Bridgewater, N.S.; Laurentide Paper Co., Ltd., Grande Mere, Que.; Riordon Paper Co., Montreal; Harmony Pulp & Paper Co., Harmony Mills, N.S.; Pejepscot Paper Co., St. Martins, N.B.; St. George Pulp & Paper Co., St. George, N.B.

TIGER BRAND RUBBER CEMENT

Kindly let me know from whom I can purchase Tiger Brand Rubber Cement,

DENNIS MYATTE,
Halifax, N.S.

Answer—Canada Metal Co., Toronto, Ont.; Canadian Rubber Co., Montreal, Que.; Gutta Percha & Rubber Co., Toronto, Ont.; Fisk Limited, Montreal, Que.; Richard & Co., Quebec, Que.

FRUIT AND VEGETABLE DEALERS IN THE WESTERN PROVINCES

Could you furnish me with the names of some wholesale fruit and vegetable dealers in Alberta, Manitoba and Saskatchewan?

L. T. E. LEONARD,
2564 St. Denis Street,
Montreal, Que.

Answer—American Fruit & Vegetable Co., Edmonton, Alta.; Plunkett & Savage, Edmonton, Alta.; Scott Fruit Co., Edmonton, Alta.; W. V. Moore Co., Calgary, Alta.; Rogers Fruit Co., Winnipeg, Man.; Sterling Fruit Co., 433 Ross Ave., Winnipeg, Man.; Scott Fruit Co., Winnipeg, Man.; John Pritty Co., Ltd., Regina, Sask.; Prince Albert Fruit Co., Prince Albert, Sask.; Scott Fruit Co., Regina, Sask.

WASTE PAPER BALERS AND BUYERS OF WASTE PAPER

I saw a statement in a paper a short time ago that waste paper was worth from $25 to $50 per ton. In connection with our store and post office we have at least 100 lbs. per week. Can you, through your paper, inform me where a suitable press could be obtained for pressing paper for shipment, and also where the best market for waste paper convenient to Saskatchewan.

T. UPTON & SON,
Longbank, Sask.

Answer—Regarding a press for baled waste paper, you could purchase one from Climax Baler Co., Hamilton, Ont.

For buyers of waste paper we would refer you to E. Pullan, Maud St., Toronto, Ont.

SCOOPS

Will you please tell us where we can purchase scoops as used in the retail grocery stores? READER.

Answer—Thos. Davidson Co., Montreal; McClary Mfg. Co., London, Ont.; Sorauren Bros., Toronto, Ont.; E. T. Wright, Hamilton, Ont.; Northern Aluminum Co., Toronto, Ont.; Aluminum Ware Mfg. Co., Oakville; Aluminum Specialty Co., Toronto, Ont.

MALT EXTRACTS

Where can we procure Malt Extract? READER.

Answer—You would be able to procure Malt Extracts from Malt Products Co. of Canada, Ltd., Guelph, Ont.; Dole Bros. Hops & Malt Co., Montreal; British Col. Hop Co., 235 Pine St., San Francisco, Cal.

Make a Red Rose Castle

Good time now to make a Red Rose Castle in your window. Did you see the Red Rose booth at Toronto Exhibition? Red Rose Cartons are easy blocks to build with, and the display certainly makes added interest for your window. Try it.



T. H. Estabrooks Co., Ltd.

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton

Red Rose Tea
"is Good Tea"

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Xmas Stockings

SPLENDID VALUES AT

50c., 90c., $1.35, $2.25, $4.25, $9.50 to $19.00 doz.

Stocking Bags

WITH SANTA CLAUS AND DOLL BODIES—FILLED WITH CANDIES

to retail at 15c., 20c. and 25c. each.

Milk Chocolate

SANTA CLAUS, TURKEYS AND NOVELTIES

We have the goods—write for prices now.

CHAS. LAUDER CO.

97 Ontario St., TORONTO



There is Real Satisfaction in Selling the Best Products

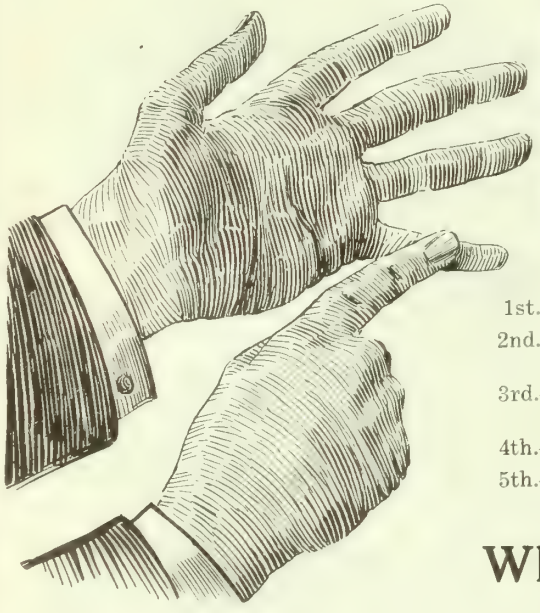
Colman's D.S.F. Mustard
Keen's D.S.F. Mustard
are the best the world can produce.



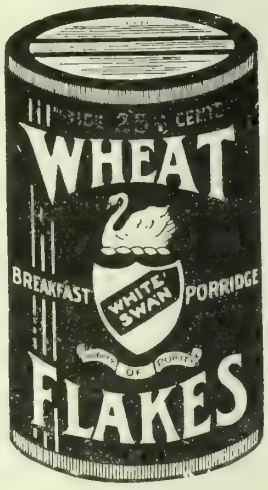
Your customers all want these brands.
See that your wholesaler keeps you well supplied.

Canadian Agents:
Magor, Son & Co., Limited, Montreal and Toronto

Five good reasons for selling.....



White Swan Wheat Flakes



1st.—They are sold on a money-back guarantee.
2nd.—They have already proven highly profitable and active sellers for thousands of Canadian grocers.
3rd.—They are made in the incomparable **White Swan Way** from the highest grade Canadian Wheat.
4th.—They offer a real good profit margin.
5th.—They possess an unusually delicious flavor that always wins satisfaction and steady repeats.

White Swan Spices and Cereals, Limited
TORONTO, CANADA

CANADIAN GROCER

VOL. XXXIV TORONTO, OCTOBER 15, 1920 No. 42

How the Board of Commerce Bungled the Sugar Situation

Refiners Would Have Had No Excuse to Take to Government If There Had Been No Control of Export Months Ago and If They Had Not Been Compelled to Load Up With Raws—Now Up to Government to Square Up an Ugly Situation.

(Special to Canadian Grocer)

MONTREAL, October 13. — However the Government decides the appeal of the sugar refiners to prevent the dumping of American sugar on the Canadian market at prices that would force them to meet these and lose heavily on the stocks of raws they have on hand at much higher prices, the whole affair constitutes a rather damning indictment of bungling on the part of the Board of Commerce, if indeed it does not provide an irrefutable argument against the practice, if not the principle, of the board itself.

Had they not been subject to the control of the board in the past couple of years the refiners would not have had a shadow of an excuse for an appeal for Government interference to stay the ordinary course of the inexorable law of supply and demand. They would have piled up profits under exceptionally favorable conditions, and by shrewdness in buying that compelled the envy as well as the admiration of many of the leading American refiners. Then when the market slumped they would have had to take their medicine, but they would have been in a position to do so. Now they are not. They were fettered in the selling price of their product; forced to sell in Canada refined sugar for months far below the ruling price across the border, with extra charges of duty, freight rates and exchange that altogether have been running from three to four cents above the costs to the United States refiners. The Board of Commerce, with that gentle request that becomes a royal command, forced them to load up with raws, not at the peak, but far above present prices, and then refused them the privilege of unloading at a profit in the United States market when the "going was good." Refused also to let them sell refined sugar outside of Canada when they could have done so at a good profit. This crude interference with ordinary commercial transactions has resulted in the refiners being the victims of present conditions; they were shorn of their strength, financially; shorn of their power to fight, and now they find themselves tossed, unarmed, among the "beasts of Ephesus" from across the border.

The Slump in Refined

Outside of leather it is probable that no other commodity as yet has seen the slump that raw sugars have. After selling two years ago around 5½ cents, and many years before around 2 cents, they advanced as high as 17 and 18 cents and gave every promise of going higher, Cuban planters holding several hundred thousand tons for a price of 25 cents—that never came. Now they are selling in New York for around 7 cents, and refined sugar is offered—in small quantities—around 11 cents. For months the Canadian price for refined was below the New York price for raws. Today the official price of Canadian refined is $19.50 per cwt., Montreal basis, and the lowest priced U. S. sugars can be brought over, pay the duty and exchange, and sell below the Canadian product. The Canadian refiners claim that it is unfair for them to be forced to face this competition at actual loss to themselves when they were "controlled" under regulations that made it impossible for them to prepare to meet the storm.

Hard to Apply "Anti-Dumping" Clause

And yet it is not clear, even to many among the refiners, how the Government can actually interfere through the "anti-dumping" clause of the Customs act. This was designed, primarily, to protect Canadian industries from an attempt on the part of outsiders who might be prepared to sell in Canada far below the prices in their own country, in order to kill off Canadian competitors and then have the field to themselves. Thus the Customs need not accept the lower invoiced prices but could fix a fair price corresponding to that in effect in the country of "origin" of the goods. But the present case is hardly one of American refiners trying to "dump" on the Canadian market goods that are selling at a higher price in the United States, for they are not. Indeed it would be the Canadian jobbers and candy manufacturers and confectioners and other large users of sugar who would be expected to bring in the American refined at the lower prices. Thus the difficulty that confronts the Government and the Customs Department.

The Public's Sweet Revenge

The whole sugar situation constitutes a stinging lesson against excessive prices, and the absolute certainty of the revenge the public, the ultimate consumer, has on the extortioner in almost any line. Advantage was taken of the world scarcity by Cuban growers, and prices that finally became exorbitant demanded. Quick as a flash the situation changed, it reversed itself, as it always will do under similar conditions. Overnight the demand dropped below supply, for every outside producer of raws and refined began to unload in the gilded market-place of the U. S. The market began to sag, just a little; then more, and finally it slumped. And no one alive can predict with certainty what the new Cuban raws will sell at when they start coming in.

Sugar Men in Ottawa

Ottawa, October (Special). — The Montreal sugar men who are here interviewing the Government include D. Lorne McGibbon, J. W. McConnell, H. H. Drummond and B. R. Turnbull. They are having conferences with Premier Meighen, Sir George Foster, the Minister of Trade and Commerce, and Hon. C. J. Doherty, the Minister of Justice.

The situation is regarded as one of a very serious character and the outcome

is being awaited by the trade with a great deal of interest.

Future Raw Prices Uncertain

Hayden, Stone & Co., of New York, in reviewing the Cuban situation have this to say: "Any prediction of results for the new fiscal year just starting is obviously most hazardous. No one can positively know the price level at which the new Cuban crop will be sold. The sugar market at the minute is demoralized and prices here are well below the world's parity. The tremendous speculation in sugar on the part of American consumers has brought the inevitable result. There is a good chance that prices will stabilize before January opens the shop shipment period."

The stabilization price for raws mentioned in this connection was between 8 and 10 cents.

Bulk Cereals Reduced All Along the Line

Substantial Reductions on Practically All Cereals—Declines Vary from 50 Cents to $2.00 Per Bag—Rolled Oat Market Still Weak.

ALMOST the entire list of bulk cereals have shown reductions during the week. Rolled oats have made several changes during the past few weeks, and this last reduction has brought the price down to $4.50 for single bags or $4.35 in twenty-five bag lots. Cash oats have dropped fully 80 cents per bushel since the middle of the summer, which explains the reductions on rolled oats. The market is still weak and the tendency is for even lower levels. Pot and pearl barley have also shown substantial declines. Quotations are now $6.25 and $7.75 respectively, a reduction of $2 per bag. Gold dust and ordinary corn meal are down $1 per bag. Rolled wheat, cracked wheat, wheat kernals, whole wheat flour, Graham flour, and white corn flour are all lower by 50 cents to $1. Split peas are down 35 cents per bag while marrowfat green peas have declined from the high figure of 11¾ cents per pound down to 8¼ cents. No. 1 and No. 2 breakfast food are down. These declines are the result of the steadily decreasing prices on grains.

Manitoba Wheat on Upgrade

Sharp Advances on Wheat During the Week—Total Wheat Crop of European Countries 912,-800,000 Bushels.

A DECIDEDLY strong recovery was made by wheat during the week. The weakness apparent for the past few weeks was not in evidence this last week and decided advances are shown. Advances on Manitoba wheat amounted to 8½ cents on the October option, 7½ on November and 7¼ on December. No. 1 Northern is quoted around $2.35 and Ontario $2 to $2.10 per bushel. There appeared to be no new business in the major markets to account for the step-up turn of values, and it was generally believed among local members of the trade that the strength was due to heavy short covering in Chicago and Winnipeg. Export business at both Chicago and Winnipeg appeared to be at a standstill, and the British Commission showed no change from its attitude of aloofness which has been so marked recently. Moreover, Winnipeg reported a falling off in the demand from American millers which has been so good recently. There is, however, a feeling in some quarters that the decline of the last two weeks has been too drastic and that there may be a shortage of wheat in North America before the Argentine crop comes on, owing to the quantity which may be necessary to supply domestic requirements, as well as to fill sales already made to overseas countries.

The total wheat crop of European countries is estimated at 912,800,000 bushels in a Broomhall cable. This is against 892,000,000 bushels last year.

CANADA DRINKS MORE TEA THAN COFFEE

The people of the world annually consumed more than 2,500,000,000 pounds of coffee in pre-war days.

This consumption now perhaps is nearer 3,000,000,000 pounds, and in the United States alone 42 per cent. more coffee was drunk during the fiscal year 1919-20 than in the preceding twelve months.

Three-fourths of the world's coffee is grown in Brazil. Europe and North America use nearly four-fifths of all the coffee the world produces.

Holland is the greatest coffee-drinking nation on the globe. It uses 15⅛ pounds per capita annually, while we use 13 pounds; Germany 5⅛; Austria-Hungary, 2 2-5 pounds, and the United Kingdom two-thirds of a pound.

On the other hand, Canada consumes less than one pound of tea per capita, where the United Kingdom uses nearly seven pounds. Canada shows a decided preference for tea, but drinks less of it than the mother country, making up the difference with coffee. The Germans and the Austro-Hungarians use only a negligible quantity of tea.

Luxury Taxes Mean Heavy Increase in Dominion Receipts

Ottawa, Oct. 9.—Bounding revenues again mark the monthly statement of the Finance Department. Heavy increases in Inland Revenue are the chief factor, and, under this head are included receipts from the luxury and sales taxes imposed in the last budget. During the seven months of the fiscal year ending on September 30, inland revenue collections totalled $29,451,813. In the corresponding months of last year inland revenue collections were only $7,065,238.

During the same period alone, income tax receipts showed a similar heavy increase. During the seven months of this year they were $6,585,-418; during the seven months of last year they were $1,673,628. Revenue from business profits tax shows a slight decline. For the two seven months' periods, it was: 1919, $15,884,293; 1920, $15,189,479.

Total ordinary revenue during the month of September was $37,170,789 as compared with $26,698,840, the total ordinary revenue in September, 1919. During the seven months' period ending September 30, total ordinary revenue was: 1919, $159,085,559; 1920, $219,905,-911.

Total ordinary expenditure was: September, 1919, $25,143,277; September, 1920, $16.949,075; seven months' period, 1919, $122,722.617: do. 1920, $152,624,397.

Capital expenditure in September of last year was $66.405,631, as compared with $6,881,577 last month. The reduction has been almost entirely due to lessened war expenditure.

12 POUNDS OF COFFEE TO EVERY INHABITANT

WASHINGTON.—The Volstead law has apparently increased the number and capacity of the coffee drinkers of the United States, according to the National Coffee Roasters' Association.

The sale of alcoholic liquors legally stopped at midnight of June 30, 1919, and for the year ending June 30, 1920, all United States coffee records were broken. The total consumption was 1,358,-000,000 pounds, an increase of 399,000,-000 pounds over the preceding twelve months. The per capita consumption was 12.7 pounds.

SMALLER SALMON PACK

Seattle.—The 1920 salmon pack of Alaska, British Columbia, Puget Sound, and the Columbia River section will total 6,055,000 cases, valued at approximately $60,000,000, according to revised statements made public by the Pacific Canned Fish Brokers' Association. The pack will show a decrease of 1,744,338 cases from the last year's total. The Alaska pack this year aggregates 4.225,000 cases, as compared with 4,592.000 in 1919. Puget Sound's pack is 180,000 cases, as compared with 1.290 883 last year. British Columbia, 1,000,009 cases against 1,336.455.

Window Display of Vegetables Brings New Customers

The Story of How Three Merchants Increased Sales by Window Display—Ten Bags of Onions Sold in One Day—Cauliflowers in Window Bring an Order to the Amount of $35.00.



Vegetable window display by B. E. McDougal, Ingersoll, Ont.

"IT certainly pays to spend a little time on the windows," stated B. E. McDougal, of McDougal & Sons, retail grocers, Ingersoll, Ont., to Canadian Grocer representative. "In the summer months and throughout the fall we show principally fruit and vegetables. We buy the finest vegetables and are very particular in that regard to see that they are of good quality, sound and clean. Recently we put in a window of carrots, beets, potatoes, corn, cabbage, cauliflowers and turnips. The roots were displayed in baskets and tipped a little, showing some of them falling out of the basket on to the floor of the window. The cabbages, cauliflowers and other vegetables were arranged between the baskets. To form the background and also around the sides were arranged large vases containing gladioli blooms. This window was arranged on a Friday afternoon and the window lights left turned on in the evening. There was a constant stream of people around the window, and the effect of this display was amply repaid the next day in greatly increased sales, so much so that stocks provided for the day's business were completely sold out by four o'clock in the afternoon and the window had to be torn out to fill orders."

The above is what one merchant has been doing to stimulate sales on the modest vegetable, a line that every grocer sells in some quantity. It is also a line that every household uses to greater or less amount. It is also a line that is being peddled by hucksters to a great extent, to the detriment of the grocer's business. We have now arrived at the season of the year when veegtables are in abundance and at their best, the merchant, therefore, who takes this into consideration to make special displays, is not only making extra sales but is leaving an impression upon the public that when they require the best in vegetables in the future they know where to get it.

Recently McCullough & Marshall, Brampton, Ont., trimmed a window with vegetables. The method or style of trimming adopted was in bulk formation. That is, they filled a number of clean sacks with carrots, beets, onions, potatoes, turnips and parsnips. Of course it is needless to say that great care was taken to buy the best and to have the vegetables clean. These bags filled with the vegetables were placed in the window, with the top carefully rolled back so that the contents showed up nicely from the street. On each sack was placed a neat card stating the variety and the price. The novelty of the display created a great deal of interest, sales the next day were vastly increased, not on vegetables alone, but on other lines as well. To give some idea of the amount sold, Mr. McCullough stated that they sold ten bags of onions in the one day, whereas two bags would have been considered fair selling. While this amount might not seem large to some merchants conducting a business in a large city, it must be remembered that Brampton is a small town where every citizen has his own vegetable garden. It does prove, however, what can be done to stimulate sales when effort is put behind it.

Vegetables Bring New Customer

The actual results of window displays of vegetables cannot be estimated. It is not the actual sale that materializes, it is the fact that it tends to bring people

(Continued on page 30)

"It's Service That Counts" Says Eglington Merchant

Give the Customer the Benefit of the Doubt is One Method of Holding Trade—Equipment Keeps Down Clerk Hire—

"MAKE customers believe they have scored a point, and there will be no trouble in holding their business," stated J. C. McKinley, Eglinton, Ont., to Canadian Grocer's representative. "Only recently a customer phoned and said she did not get the shelled walnuts she ordered, I looked up the order and found there were not walnuts on the order, and as I had taken the order myself I was positive they were not ordered. So instead of arguing the matter, I just told her the nuts were not on the order and possibly they had been overlooked, but I would see that the nuts were delivered by the time she was ready to use them. The next day she was in the store and thanked me for sending them over, and mentioned the fact that some new people were moving next door to her and that she had been speaking to them about my store and that they intended to come here and deal. Those two are now the best customers I have, not that they buy the most goods, because they do not, their families are small and do not require a great deal, but the fact is that they cannot say anything that is too good for this business, many a new customer I can trace to their boosting. This all proves to me that it is a good policy to lead the customer to believe that she is always right whether she is or not."

Equipment Means Less Help

J. C. McKinley's store is equipped with fixtures that assist very materially in permitting a better service to be rendered the customer, and also keeping the goods in better condition, free from dust, insects and vermin. Under the counter are large patented bins. The wall case is also fitted with these bins, these have a glass front which allows the contents to be readily seen, at the same time offering a suggestion or a reminder to the customer. "You see we have everything handy; under the counter are the heavier goods, like sugar, currants, raisins, oatmeal and other cereals. At the back are the teas, rices, tapioca, icing sugar, spices, peels and other lines. A clerk can stand here and put up an order without moving from the place. This bin equipment easily eliminates one clerk, besides we can give a better and more rapid service to the customer."

At one end of the store is built a refrigerator, which is unlike an ordinary one in that it is only about four feet in height. It has a glass front which gives it the appearance of a silent salesman. One half is used for butter, lard, meats, etc., and the other for soft drinks. The goods in this compartment are kept nicely arranged which assists in making sales on these particular lines.

Bicycle Facilitates Delivery

Besides the regular delivery, boys with bicycles are used to deliver small nearby and rush orders. One boy is kept on the regular staff and another assists on Saturdays and days before holidays. "Service is what counts these days," said Mr. McKinley. "People buy at the store that delivers the order promptly and at the same time supplies quality goods. I have often heard the remark that people expect too much from the grocer, and that it is impossible running to the house a couple of times or more a day. This may be all right for the big uptown stores, where they must have a regular delivery system with deliveries only at a certain time during the day, but for a residential store, it is different, and if a big business and a reputation that cannot be shaken is to be acquired, you must be prepared to give service. By service I mean plenty of help in the store to serve customers promptly, selling the best goods procurable and having goods delivered promptly to the homes."

CALIFORNIA WALNUT CROP IS LIGHTER THAN LAST YEAR

The California crop is estimated at 23,500 tons against 27,900 tons last year. About 65 per cent. of the yield will be from old trees and the balance from new orchards. Quality promises to be fine with a much larger proportion of the large sizes than usual. Not more than 4 per cent. of No. 2's are anticipated, against 25 per cent. in 1919. Shipments will not be as early as last season, but the crop will likely mature in a short period, which will make the actual shipping season a short one. Walnuts will likely begin moving about the first week in October, when prices will be named. It is too early now to predict what prices will be, but they will probably be lower than in 1919.

DISPLAY OF VEGETABLES

(Continued from page 29)

back for other articles and very often is the means of obtaining a permanent customer, such at least is the experience of M. B. Thompson, Toronto Ont., who stated: "A vast amount of extra business is obtained by displaying fresh vegetables. There is nothing that will attract as much attention or is so appetizing as green goods nicely arranged in the window. We have made many customers by that method; the latest comes to my mind. A lady came in recently, said she was going by and noticed the fine cauliflowers in the window, and just had to come in and order some. Before she left we had sold her an order amounting to $35, and the best of it is she phoned a couple of days later and ordered another list to be sent over."

Will Manufacture Pascall Lines Now in Canada

Rockland Cocoa and Chocolate Co., Toronto, Join Forces with Old Country Concern—Factory Now Being Equipped to Manufacture Hard Boiled Lines—S. V. Kendall, the New President.

THE Rockland Cocoa and Chocolate Company, with its factory at 22 Duncan Street, Toronto, is now under new management, G. D. Fisk no longer being associated with the company. The Rockland Cocoa and Chocolate Company will in the course of a few weeks be Canadian manufacturers of all lines made by James Pascall, Ltd., England, that is, hard boiled candies, barley sugar, etc.

A new company has just been organized to look after the Canadian and export interests of the James Pascall, Ltd., with Sydney V. Kendall of the Rockland Company as president. Pascall hard boiled lines will be manufactured in the Rockland plant. Machinery is now being installed and a large number of experts from the Old Country factory are expected to arrive in Toronto about the first of November, and it is hoped that operations will commence about the middle of next month. The new Canadian company will be a branch of James Pascall, Ltd., in England, with representation on the board of both English and Canadian directors, of equal number. A. E. Oakhill, London, England, will be managing director of the Canadian concern. He is expected to arrive from England now at any time.

Satisfied Customers Increase Trade

Coates Bros., Saskatoon, Sask., Declare That a Satisfied Customer is Their Biggest Asset—Strict Attention to Efficient Delivery Service Has Also Meant Much in the Way of Getting New Business

A FIRST hand knowledge of the grocery trade, hard work, careful buying, and making a specialty of delivery, are factors that Coates Bros., 1004 Lorne Avenue, Saskatoon, Sask., declare have meant success in their business. Coates Bros. conduct a grocery, confectionery and butcher trade.

F. J. and H. W. Coates are the proprietors, and they started in for themselves in 1916, after several years' experience as clerks in grocery stores in Saskatoon. They just moved into their present quarters in August, 1920.

"Our business practically all comes over the telephone," remarked F. J. Coates, to a representative of Canadian Grocer recently. "We never canvass for business. A satisfied customer is our biggest asset. One customer tells another. One satisfied woman, alone, secured for us ten new customers, all equally as good accounts as the original."

The confectionery department is on one side, and the groceries on the other. It is the intention to move the confectionery in with the groceries, and to instal an up-to-date butcher shop in the department now used for confectionery.



Illustrating the store of Coates Bros., in Saskatoon, where service to customers is of first importance.

The Truth About Goods

While the Canadian Grocer representative was discussing trade matters with Mr. Coates, a customer called on the telephone, and asked for some oranges. Mr. Coates said that they had some oranges but they were not very good. When asked as to why he told her the quality of the oranges, he replied, "We always do that. We tell the truth about our goods, and then we never have dissatisfied customers."

Discussing the matter of stock carried, Mr. Coates stated they started with goods to the value of $200 only. They now carry a $4,000 stock. "It is better," Mr. Coates added, "to carry a small stock. A grocer will make more money if he limits his buying and turns his stock over quickly. It is always advisable to keep it down and always fresh."

GIVE FULL INFORMATION

Last Friday a $5 bill came to the Subscription Department pinned to a circular, but minus the name and address of the sender. Nothing can be done in this case until the remitter writes in to complain that he is not getting the papers.

An hour later in came a memo from "F. R. Thorn" in regard to his subscription, but with no address given. As the stencils are all filed according to post offices nothing can be done in this case either.

Shortly afterwards a post card arrived from New Glasgow, N.S., with our name and address plainly written on the front, but perfectly blank on the reverse side.

These three instances, which all occurred in one morning, are typical of hundreds which happen in the course of a year on all publications—and they explain why this publication is bound to receive a number of (on our part) unavoidable complaints.

BOARD OF COMMERCE

Ottawa, Oct. 13. — (Special.) — An order, the practical effect of which will be to stop the importation of sugar from the United States is being passed by the Board of Commerce this afternoon. The order stipulates that for a period from the time of its promulgation until the end of the present year, wholesalers shall purchase only from the refiners. The order does not exclude purchase from the American refiners, but apparently will restrict wholesalers importing. Detailed information at the time of going to press is not available.

WALNUT CROP WORTH $13,000,000

The 1920 walnut crop of California will amount to not less than 46,000,000 pounds, valued at from $10,000,000 to $13,000,000, according to W. T. Webber, secretary of the California Walnut Growers' Association. He said it was believed shelled walnuts and by-products of walnut shells would bring the growers from $1,000,000 to $2,000,000 more. Complete figures are not available because the crop had not all been harvested.

The association's marketing system is said to give the consumer the walnuts at an advance of 35 per cent. more than the producer receives for them in comparison, according to Carlyle Thorpe, general manager, with the 65 per cent. more than the producer receives that the consumer pays for the average product. Mr. Thorpe stated his belief that the recent drop in sugar prices and possibility for still greater decreases will increase the use of walnuts in candies and confections in general.

A man who has succeeded by his own efforts generally had to overcome unusual difficulties when he started.

The Institute of Certificated Grocers

Amongst the Subjects Taught Are Knowledge of Goods, Judging Tea, Roasting Coffee, Book-Keeping, Store Management, Window Dressing, Etc.

Written for Canadian Grocer by C. L. T. BEECHING, F.G.I., London, England.

THE foundation of a Faculty of Commerce—that is of a whole department devoted to the study and practice of business—in the London University is a significant fact. It is a proof that the business men of to-day in the greatest business centre of the world realize that systematic education is a necessity now-a-days in the preparation of a young man or woman for a commercial career.

In the grocery and provision trade, which deals, of course, with commodities absolutely essential whether in peace or in war, systematic education of the young people in the trade has been carried on for the past 15 years. An early result of efforts in this direction was the foundation of the Institute of Certificated Grocers, a trade educational body which has the following amongst its aims:

(a) The holding of annual examinations of varying degrees of stiffness;
(b) The organization of courses of instruction and preparation for these examinations;
(c) The granting of certificates of proficiency;
(d) The binding of all members of the trade in a society for promoting these objects;
(e) Last, but not least, the fostering of apprenticeship, together with instruction in trade matters, and the improvement of the general education of those apprenticed.

At the outset, it may be noted that the Institute of Grocers is unique amongst "learned" bodies of a like nature; that is to say, those who represent the interests of various trades and professions. The Bankers' Institute, the Architects' Societies, the various accountants' organizations, all hold examinations, it is true, but very few of them do a great deal in the way of offering or encouraging the instruction to prepare candidates for their examinations. From the first, the institute has laid as much stress on the teaching part of this work as upon the examining. Some indication of this is afforded by the fact that during the first winter of its existence, some 12 years ago, the number of classes in different parts of the country was only seven; in the winter of 1913-1914, these classes had grown to about 100. There was, of course, a falling off during the war; the young grocers were otherwise engaged, let it be said to their credit; and although a large proportion of young women became students of the classes, the number diminished. After the armistice a great and rapid revival of the work took place and during the winter session of 1919-1920 the number of classes had risen to close upon 70, and many more are expected to be flourishing during the session before us. The examination results show a rapid increase during the pre-war period, namely from 65 candidates to 509 in five years. During the war, as noted above, a falling-off in the numbers was inevitable, but at the first and second year examinations held in April, 1920, the number of students entering themselves almost reached the best pre-war figures.

This brings us to the consideration of what subjects are taught and studied. The institute's committee works wherever possible, with the public education authority, and the classes are held in such places as the polytechnics, evening commercial institutes, technical schools, and a large number of students are also instructed by correspondence, namely those who through being engaged in small and isolated places cannot attend classes. Perhaps what has rightly been called our key subject is knowledge of commodities, that is, of the goods handled—tea, coffee, sugar, cereals, dried fruits, preserved goods of all kinds, and bacon, butter, cheese, margarine and all goods sold in what is called in England the provision department. The need for this needs but little telling. The grocer handles his stock-in-trade in various ways. He buys it, has it transported, or transports it himself, to his premises, stores it away, displays it; all this leading up to exercising upon it his art of salesmanship. All these processes demand, surely, skilled treatment. In fact one may say that there is an immense mass of detail to be learned about the goods sold by the trade under each of the heads mentioned. One perhaps only discovers this by actually attempting an institute examination paper, or by studying the goods themselves in class, by means of a text-book, or otherwise. There are also subsidiary subjects of great importance also, namely, bookkeeping; and the time is rapidly coming when every trader will be bound by law to keep a proper set of books. The income tax surely suggests that a trader should know exactly what profits he is making, otherwise he can never be certain that he is properly assessed. In fact, to carry on business without books is like attempting to sail from the Antipodes to the Old Country without chart or compass. Thus, the institute lays stress upon the bookkeeping side of its teaching. Then, the younger student, at least, learns commercial arithmetic. Here again the institute's experience has proved the tremendous need there is for improvement in the ordinary and common practice of arithmetic. As the student progresses he does more practical work upon the commodities, such as judging tea, roasting coffee, inspecting starches under the microscope, sampling all kinds of dried fruits, spices and similar goods, and judging them for country of origin, grade, quality and price. He has lessons in methods of business, especially in the right way of handling a customer; in window dressing and shop dressing, and in other features of good management. Law as it affects the grocery trade in particular is also dealt with; and advertising methods receive attention.

There can be no progressive grocer who will not instantly realize both the need for this kind of work and the value of it to the rising generation in our trade.

As for examinations, these are of three degrees of severity; first, comparatively simple for the younger men; a second grade, in passing which the student can obtain the diploma of an Associate of the Grocers' Institute (A. G. I.), and the final, or national, examination, held in London, which consists of a series of severe tests which prove that he who passes them is entitled to the name of grocer indeed. Successful candidates at this examination are entitled to membership of the institute (M.G.I.). To encourage the young men of the trade to study and pass their examinations, very valuable prizes are in existence. The championship is one of £100 in cash, placed at the institute's disposal by the great firm of Cadbury Brothers, Ltd. Other prizes are offered by such firms as J. & J. Colman, Martineau's Sugar Company, J. A. Sharwood & Co., Ltd. (the leading chutney men), and other traders whose names are household words.

In addition to all the above, the institute has a scheme of registration for apprentices and a form of indenture for binding lads for three or four years. The indenture sets out the obligation resting upon both master and apprentice, that the latter should learn his trade thoroughly and should attend classes as mentioned above during the whole term of his apprenticeship. In

view of the fact that so many young people are entering the trade with very limited degrees of education, the institute has also drawn up a preparatory course, which lays stress upon improvement in general knowledge, and ability to make use of it.

It may be asked what amount of support is being accorded to this enterprise. A large proportion of the leading retail grocers — federation men, association men, and others—are now aggregated to the institute as "Fellows," the qualification being that the candidate for election as a Fellow should be a master grocer of ten years' standing, or hold some equivalent position, and that he should be certified in every way by friends who are already connected with the institute. Financially, the institute is supported by the annual dues of its Fellows, members and associates, whilst the leading wholesale houses generously contribute to its funds, knowing full well that the interests of the retail trade are their interests also.

Some sign of the progress being made is that a larger number of elections to the Fellowship have taken place during the months January to June, 1920, than during any other corresponding period in the history of the society, but great as the work has been, an immense and fruitful field lies before it. The council, at the head of which stands its chairman, Alderman Sir Harold R. Pink, J.P., F.G.I., three times Mayor of Portsmouth, and head of a fine business with some 25 branches, is keen to extend its educational work in every direction.

Editor's Note. — Examination papers and other interesting features of the Institute of Certificated Grocers will be published in an early issue.

The Law of Partnerships is Discussed

A Discussion of the Responsibilities of Such Relationships—The Liability of Partners, All Are Agents of the Firm, and Their Acts Are Binding Unless It is Otherwise Provided—The Dissolution of Partnerships.

RETAILERS from the Atlantic to the Pacific are all interested in the subject of partnership. Probably 50 per cent. of the retail business in Canada is carried on by partners in business, while perhaps only an insignificant percentage of the remainder have not at one time or another during their business career considered the possibility of entering into such a relationship. Some of the most successful businesses to-day have resulted from connections entered into in years gone by, when such business arrangements in most cases depended mostly on the ability of the partners to get along with each other. But to-day the modern merchant weighs carefully the probable consequence of a disastrous partnership, and he will not enter into such an arrangement unless he has some definite information as to how he can get out of it, or what his liability and responsibility will be in case the business is defrauded by his partner or ends in failure.

The Need for Understanding on This Point

The enterprising merchant of to-day is face to face with the help problem, and in order to hold his clerk has held out the promise of a partnership, and he too is considering just how far he is making himself liable when he takes his clerk in as a partner, and whether there is any way in which he can limit his liability, or change the arrangement if it is found to be unsatisfactory. On the other hand the clerk of to-day, steady and industrious, taking a real interest in the business, boosting sales and learning store management, is looking to his future and turning over in his mind the prospect of a future partnership with the proprietor, or perhaps picturing a snug little business of his own. And so the retailers, and the retailers' clerks across the Dominion of Canada, who have thought about partnership, have also considered how the law operates in these matters, for all partnerships are governed by law.

It is the purpose of this article to outline a few fundamental principles of partnership which will give the reader an idea of the important factors in forming such a relationship, and the liabilities that are thereby entailed.

What Partners are Liable

A partnership may consist of one or more persons who shall be called general partners, and of one or more persons who contribute in actual cash payment a specific sum as capital to the common stock, and who are called special partners. General partners are jointly and severally liable for the debts of the partnership, but special partners are not liable for the debts beyond the amount contributed by them to the capital. The special partners cannot bind the partnership, only the general partners can do this.

The Procedure in Framing a Partnership

When a partnership is entered into, a certificate must be drawn up by the person entering into the partnership before a Notary Public and filed in the office of the judicial district in which the principal business of the partnership is situated. This certificate must contain:

1. The name under which the partnership business is to be carried on.
2. The general nature of the business intended to be carried on.
3. The names of all the general and special partners, distinguishing which are general and which are special, and their usual place of residence.
4. The amount of capital which each special partner has contributed.
5. The time when the partnership is to commence and the time when it is to terminate.
6. The principal place of business of the partnership.

The partnership cannot be dissolved before the date specified in the certificate unless a notice of dissolution is filed in the office where the original certificate was filed and notice of same published once a week in the local newspaper and the Provincial Gazette. So much for procedure.

Every Partner an Agent of the Firm

Every partner is an agent of the firm and his other partners for the purpose of the business of the partnership; and the act of every partner in carrying on the usual business of the firm of which he is a member binds the firm and his partners; unless the partner so acting has in fact no authority to act for the firm in a particular matter, and the persons with whom he is dealing either know that he has no authority or do not know or believe him to be a partner. A person who is admitted as a partner into an existing firm does not necessarily become liable to the creditors of the firm for anything done before he became a partner. A partner who retires from a firm may be discharged from any existing liabilities by an agreement to that effect made between himself and the members of the newly constituted firm and the creditors:

The Dissolution of Partnerships

Subject to any special arrangement made between the partners a partnership is dissolved:

1. If entered into for a fixed term, then by the expiration of that term.
2. If entered into for a single transaction, then on the termination of the undertaking.
3. If entered into for an indefinite time, then by any partner giving notice to the other partner.
4. By the death of a partner.

When the partnership is dissolved

each partner becomes the owner of an indefinite share of the property of the partnership (that is where there is no special agreement) and this co-ownership only ends with the final liquidation of the affairs of the partnership.

Partnership Has First Claim on Moneys

Where partnership money is paid through a person who is a creditor both of the firm and of one of the partners individually, the money must be first applied to the liquidation of the indebtedness of the partnership. Where goods are purchased by a partnership and a part of the goods returned, then the returned goods must be credited to the partnership. The assets of the partnership are the common property of the partners, and one partner cannot legally sell a share of the total business without the consent of his co-partners and without an accounting to the firm.

If it is the intention that a surviving partner should have a right to take over the interest of a deceased partner, and this clearly appears from the terms of the partnership agreement though it is not formally expressed, then this right exists.

In a recent case the partnership article provided that at the end of each partnership year an account should be taken of the stock, liabilities, and assets of the business, and a balance struck for that year; that in case one partner died the co-partners should continue to the end of the current financial year, or at the option of the surviving partners for not more than twelve months from such death; that for twelve months from the death of his partner a survivor should not be required to pay over any part of the former's capital in the business; and that any dispute between the survivor and the representative of the deceased as to the amount of debits against, or credits to either in the balance sheet or the valuation of the assets should be referred to arbitration. The court held, however, that the value of the interests of the deceased partner was not determined by the account taken and balance sheets struck at the end of the financial year following his death, but that the assets should be valued in the ordinary way, and that goodwill was to be included in the assets though it has never appeared in the annual balance sheet since the co-partnership began.

People Can Best be Served Only Through Medium of Retail Merchant

Provincial Board of Manitoba Retail Merchants' Association Meet in Winnipeg—Matters Dealt with in the Interest of the Retailer—Resolutions Passed.

By Staff Correspondent Canadian Grocer

A. G. BOX, of Pierson, Manitoba, president of the Manitoba branch of the Retail Merchants' Association, in presenting his report at the annual meeting of the provincial board in Winnipeg recently, referred to many questions of importance to the retail trade. The problems of merchandising, he said had multiplied since the war. Present day institutions are the subject of criticism, analysis and examination. The world is searching for better methods in government, education, business, religion, better working and living conditions. As merchants we must do our part in assisting the public in getting at the basic facts in present day social and economic problems. We must be prepared as opportunities present themselves to show how the people can be served more advantageously through retail merchants than by any other method. The retail merchant has been singled out as the cause of the present high cost of living. The Board of Commerce, however, has made the statement that outside of a few rare exceptions, in all their examinations, there was no evidence of unfair profits (or profiteering) among retail merchants.

To-day we must organize as we never organized before. We can admire the progress made by farmers and labor through their organizations and the departments established by the Government. It is our duty to follow their lead and have a department for the retail trade of Canada within the department of Trades and Commerce at Ottawa, which shall be for the information, improvement and benefit, not only of retailers, but in the best interests of the people of Canada. The Government should recognize the importance of the retail trade of Canada and institute activities, which will improve the service in whatever ways are possible.

Secretary's Remarks

Referring to the action of the advisory committee on commercial education of the University of Manitoba, in conducting evening classes in commercial subjects during the fall and winter months, the secretary of the retail merchants, J. H. Curle, expressed approval, also drawing attention to the fact that extension work in merchandising has been established at the university in the form of short courses. As a part of the plan for the development of the department of business organization and research at the university, competent men will be placed in the field to analyze business methods, obtain information through interviews with business men and their employees, with a view to organizing classes in these subjects, which the demand suggests. Negotiations have been commenced to have the public schools undertake some instruction in merchandising. A good deal of the present day suspicion and distrust aimed against the retail trade has its foundation in ignorance of the principles of merchandising. The boy and girl do not know the meaning of cost.

The manner in which certain examinations and inquiries were conducted by the Board of Commerce revealed the fact that only qualified, experienced business men should have been called upon to examine, judge or control the affairs or activities of retail merchants. Through the Dominion officers of the association it was recommended to the Government that qualified, experienced business men be appointed on the Board of Commerce, as that body was expected to make decisions which could only be made satisfactorily by men who were capable, qualified, trained and experienced business men.

During the year the Retail Merchants Association was instrumental in securing legislation in regard to a number of resolutions passed at the last annual meeting. Among them was one in regard to half-holidays, also one in regard to the resolution on licenses re-

A GROCER'S APPRECIATION

The following letter has been received from a member of the Grocers' Section of the Winnipeg branch of the Retail Merchants' Association:—

Winnipeg, Sept. 22, 1920

Mr. J. H. Curle,
Sec'y the Retail Merchants' Ass'n, Winnipeg.

Dear Sir:

As a member of the Grocers' Section of the Retail Merchants' Association, permit me to express my sincere appreciation of the work that has been done by the association. All sections of the retail trade are deriving great benefit through your efforts, and my hope is that merchants who are not already members will recognize the necessity of such an organization to look after their interests.

I feel certain that a large amount of the success has been due to your devoted and untiring labors, you are always on duty, ably assisted by an excellent staff.

The welfare of the association has my best wishes and support.

Yours truly,
(Sgd.) WM. McBEAN.

specting goods manufactured in Manitoba.

Some Resolutions Passed

A resolution asking that instead of placing the collection of the luxury tax on the retail trade that it be collected at the source of supply, namely, from the manufacturer and the importer, and in the same manner as all systems of taxations are absorbed, was unanimously carried.

Other resolutions passed were:

That whereas the Inland Revenue Department, ruling No. 3 B, dated Sept. 8, 1920, is asking retail merchants to wait for refunds until the end of each quarterly accounting period when vouchers would then be passed, it be strongly urged on the Government to change this ruling so as to permit merchants to make refunds to customers at the time of the return or exchange of goods.

That this meeting recommend to the executive that the fees be as follows: $15, $25, $35 and $50, and optional above that amount.

That your executive take such steps to have a department of community organization and development established under the direction of the Department of Education, so that the clubs so formed will be able to take advantage of the services of the various departments of the Provincial Government.

Whereas the Tax Commission appointed by the City of Winnipeg, and the Tax Commission appointed by the Province of Manitoba both recommend that the present system of collecting the business tax should be changed, in view of the inequalities which exist, it was resolved that the executive take this matter up with the Provincial Government with a view to having the recommendations of the commissions put into effect.

That this meeting endorse the action of the Winnipeg Board of Trade in deciding to appeal the question of freight rates.

Winnipeg Merchants Elect Executive

Every Business Has One Representative—Daily Newspapers Advertising Touched Upon —J. A. McDowell Represents the Grocer Section.

WINNIPEG (Special) — That the interests of the association would be best served by each trade section having a representative on the executive, was the opinion expressed by various merchants at a meeting of the Retail Merchants' Association. This proposal has already been considered and approved by various trade sections.

W. E. Humphries was appointed president of the Winnipeg branch, and will therefore be chairman of the executive, and representatives of trade sections nominated were: Music dealers, A. E. Grassby; meat dealers, J. H. Sharpe; merchant tailors, J. S. Stephenson; clothiers, Robert McLean; furriers, Horace Chevier; hardware, W. J. Illsey; grocers, J. A. McDowell. In such instances where the nominee had not been named by the trade section, appointment on the executive will be subject to the approval of the relative section. J. H. Curle gave a short resume of the activities of the association in regard to the application of the sales and luxury tax, the respective orders of the Board of Commerce and tariff changes. The fact that, largely owing to representation from the merchants affected, changes were made in almost every line in the application of the luxury tax, was cited by Mr. Curle as evidence that the act had been compiled hurriedly, without consulting those affected. Further amendments may be looked for, Mr. Curle said. Newspaper advertising was also touched upon by Mr. Curle, who expressed the opinion that under the present system it was not satisfactory in that advertisements received too little "editing." The present policy gave too little protection from the dishonest advertiser.

Work of Association

L. L. Lang, first vice-president, described the value of the association, stating that the merchants were organized for the protection of their own interests, and that among the activities of the association had been the securing of laws that were now a benefit. The merchants were also organized for educational purposes and to this end the association were co-operating with the University of Manitoba and the public schools. The correction of trade abuses was another way in which the value of the organization had been shown.

TRUE TO THE WORD

"Steak and Joints to Suit All Pockets."

So said the notice in the butcher's shop.

The hungry tramp passing by looked at it greedily. Then, bracing himself for the coming ordeal, he entered the shop.

"Well, sir," said the salesman, "and what can I do for you?"

The tramp wondered for a moment, then remarked.

"Look 'ere, guvnor you say you've got joints to suit all pockets. Well, what about a chap with an empty pocket, what 'ave you got for 'im?"

The salesman smiled.

"I'm afraid we can only offer him the cold shoulder," he answered.

TAPIOCA—WHAT IT IS AND HOW IT IS MADE

Tapioca is made from the roots of the tapioca plant, which grows about 5 to 6 feet in height. The roots, when dug up, are from 1½ to 3 inches in diameter.

These are cut into lengths of about 1 foot, and the outside skin is taken off by machinery. They are then crushed by machinery into a mealy pulp.

This pulp is placed on a hoop across which a piece of cloth is stretched, and water is played on it, while it is continually stirred.

The tapioca dissolves, and passing in solution through the cloth, is run into stills and allowed to settle. The refuse is used for cattle feed.

When the solution has stood for some time the tapioca falls to the bottom, and the water is run off, leaving a white flour called "tapioca flour"; when this is moderately dry it is ready for manufacturing into either "pearl" or "flake."

Pearl is made by putting the flour into a kind of canvas hammock, which is then swung by hand from side to side and the "pearls" are formed. These are then baked slowly over ovens and are ready for market.

Pearl is made into three sizes, "bullet," "medium," and "small."

The small pearl is commonly known as "seed pearl."

It is generally called "white sago" or "sago" because it is the usual size in which "brown sago" is made, but real sago is not made out of a "root" but from the "pith" of a tree. It is rarely used now-a-days.

Flake tapioca is made by throwing the damp flour on to hot pans over fires. Immediately the flour touches the hot pan it "flakes," and as soon as it is sufficiently hard it is ready for market.

Flake tapioca is hardly known to consumers in Canada.

Sago is the trunk pith of various kinds of low palm trees. It is always brown in color.

RIPE OLIVES ARE SAFE NOW

Apparently there is no longer a danger of death for the general public as a result of eating California ripe olives. As a result of several deaths last year, the California State Board of Health has conducted a scientific inquiry into the whole matter and is now enforcing legislation to provide safety to the olive eaters of North America.

It was found that the only way to avoid danger was to sterilize the olives at 241 degrees F. for 40 minutes under all conditions of cooking olives. So it was made unlawful after August the 7th to market canned ripe olives that had not been raised to a temperature of 240 degrees F. for 40 minutes. The act also provided for seizure and quarantine of ripe olives not produced in conformity with those regulations.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave., Telephone Adelaide 5740. Winnipeg—1103 Union Trust Bldg., Telephone 3449. Vancouver—314 Carter-Cotton Bldg., 198 Hastings West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), ..ew York, Telephone Watkins 5869. Chicago—405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430. Boston—C. L. Morton, Room 734, Old South Bldg., Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable address, Atabek, London, England.

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Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

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KEEP STOCKS MOVING

THE tide of high prices has reached its flood and in many instances has begun to gradually ebb. Flour and other grain products are down, in some instances as much as two and three dollars a bag. These reductions did not occur at one slap but have been gradual for two or three weeks past. The declines on grain products to most merchants were not unlooked for. Many have been expecting them since the middle of the summer, in fact even before a rough guess could be made as to what the growing crops would produce.

Many merchants are prepared to meet these declines and will reduce their retail prices to meet the manufacturers' declines. There are others, however, who on account of having on hand goods bought at the higher prices, will strive to sustain values with the explanation that their goods were bought at the higher price and consequently they cannot afford to sell on a lower basis.

Many lines of commodities will likely follow the downward trend—gradually, it is expected—and the merchant should do likewise, not only on present purchases but on the goods in stock if he is to retain the good will of his customers. There is little stability to many of the numerous lines of foodstuffs. More than ever should the merchant buy sparingly even if he is required to buy every day. Buy often, follow markets closely. As Henry Johnson, Jr., stated in recent articles replacement values must rule down. Prices should be based on present costs.

Some merchants are turning their stocks over 10, 12 and 18 times a year. This is good business. It means buying must be done carefully and that retail salesmanship must be brought to a highly efficient point. Merchants must select their purchases with care, basing them on what they know they can sell.

RETAILER TO PAY LICENSE FEE

A NEW series of regulations governing the application of the luxury and sales taxes, to be effective on November 1, make necessary the taking out of licenses by retailers and wholesalers for which a fee of $2 and $5 respectively is charged.

Retailers have felt keenly the alleged discrimination against them as a class in connection with the taxes and the expression of their grievances through the trade press, among which Canadian Grocer has been particularly active, has brought some amelioration of conditions. There are still some grievances, however. To some dealers it looks like adding insult to injury to ask them to pay a license fee for the protection of the government's tax scheme and for the privilege of being a government tax collector, but it must be borne in mind that a tax measure is never a popular one.

The collection of taxes by the use of stamps makes the system more efficient and more productive from the government's point of view, while the affixing of stamps and their perforation makes added work for the dealer.

Drastic regulations have been made as penalty for non-compliance with any section of the Act on the part of any dealer and it is demanded that dealers keep records for two years and that books be available for inspection at any time.

It is evident that the revised regulations have been decided upon after more thought than was given the original resolution, but where blanket statements made formerly in ignorance were very drastic in nature as result, the carefully planned regulations as now in force are equally drastic in effect though not seeming to be as comprehensive.

WATCH THE MARKETS CLOSELY

NOW is the time, if ever, that the retail trade should watch closely the trend of prices. Daily newspapers have been featuring for some time the prospects of a drop in everything so that the public have got into the habit of thinking that everything is coming down to-morrow or the day after. This naturally curtails their purchases. The daily papers have done a great deal of harm in this respect. They overlook entirely the fundamental principle of business—supply and demand. Supply is increasing in a great many cases compared with demand and naturally this tends to an easing off in prices. On the other hand there are cases where supply has not been increasing and higher prices are to be expected. At any rate no declines can develop for some time.

During the last few years the retail trade have had no difficulty in selling goods. People have come in and bought for future use so that business has always been good. We are entering a period when the retail trade must exercise its selling ability and show the consumer the exact condition on the various articles. This necessitates a careful study of markets so that the proper information can be passed on by the retailer to his customer, when the occasion arises.

FISH AND OYSTER SEASON OPENS

THE season for selling fresh fish and oysters is at hand. Every grocer sells oysters, haddie, ciscoes, salt codfish and bloaters; some more, some less. To what extent these sales amount depends on the merchants' method of handling and how they are displayed.

One of the apparent drawbacks encountered by a number of merchants who have carried a stock of fresh and cured fish, and who have not found it as profitable as they would have liked, is that of carrying this commodity more as a side line than as one of the regular important sellers. It has been felt sometimes that fish was not a nice line to handle along with groceries and that the results to be obtained were not likely to show a fair profit.

There are many merchants who have developed a fish business and are conducting it successfully with good profits.

THE High Cost of Living has nothing on the High Cost of Loafing.

EDITORIALS IN BRIEF

SERVICE is the lubricator, and inefficiency is rust.

* * *

DON'T talk price. Talk quality even though your price is low.

* * *

IT IS of no use to dream great plans unless you are enough a man of action to put them to the test.

* * *

IF YOU can't get the right men to work for you, maybe it's because they're not working for the right man.

* * *

A GOOD grocery journal pays for itself in two ways, it tells you how to make more money and how not to lose what you already have.

* * *

AND the man on the street pays again. Death and taxes had the reputation of being the sure things in life but since H.C.L. entered the arena the scope of "sure shots" has been enlarged.

* * *

THE window display is valuable in a small town as well as in the city, and very often if it is efficiently handled and the location unusually desirable, it can be made to care for the biggest part of the advertising.

* * *

THE store that succeeds is the store that serves—that saves time and steps—that offers what customers want, and makes it simple, easy, pleasant to buy and get away.

* * *

YOUR windows should stand on the street and pleasantly, cheerfully, reasonably ask every person who passes to step in at your door. Think of them in this light.

* * *

CUSTOMERS you now have will not always be with you. Some will move out of the community—some will die, while others will go to your competitors in spite of all you can do to hold them. What are you doing to recruit others to fill their places?

* * *

LET your customer know that a personal interest attaches to him—a real personal interest that is not measured wholly by his orders and his dollars—and you will win in return that close personal association and active support that builds up business.

"Jim Sweeney" Makes Fine Record

Keeping Close Tab Always Pays—Some Significant Facts and Figures—Cash and Carry Stores Cannot be Successfully Conducted in All Neighborhoods

Written by HENRY JOHNSON, JR.

MY friend, "Jim Sweeney," about whom I wrote last December, has written me again this way:

Dear Sir:

I was much disappointed when you did not call on me. I wanted to show you a real retail business—how nice and fast and quietly it was conducted. Referring to your last story, I plead guilty on the lemons. What you say is right. Let us hope that in the near future I will learn to sell them right.

In our three stores in February we sold approximately 70 boxes oranges, 100, 126 and 216 sizes, and we sold about 20 boxes lemons, all 300 size. Most of the lemons were sold in my store. They cost me $7.50, and I sold them for 39 cents the dozen. It is a little hard for me to sell a small lemon—just have not yet learned how to put it over.

I enclose a detailed expense slip for February. You will see that the cost of doing business is much higher than my average cost, but that was due to a big bill of paper bags and twine. I want to show you that I have an occasional month when the figures are higher than nine to ten per cent.; but in my store, where I do a fast business, I expect and will do business on a ten per cent. basis.

I notice you say you have known Jim Sweeney for ten years. You called on me first 15 or 16 years ago last July (it actually was 1905). It's a nice thing to look back and think of the many fine changes that have occurred for the betterment of business since that time.

Sincerely yours,
"Jim Sweeney."

Significant Facts and Figures

Jim failed to enclose the slip he mentions, but he gave me some figures last time I saw him which are worth looking over.

He owns three stores. There is the original one, where he has done business for many years. That is run on the spot cash and carry principle to-day. Then he has a second self-serve store, opened somewhat over two years ago, run by one of his sons and located about three blocks from the original. Finally, there is a high-grade service store which he acquired a few months ago from a young man who failed to run it right and had to let it go. His experiences with his several stores are instructive. The following figures are from his main store—the one he calls "his" store.

Sales in that store last year were $118,000, and the expense account was $11,000. That shows 9.322 per cent. Allowing that ten per cent. is not unsuitable for his business, here is a leeway of nearly $800. Maybe that is not enough to enable Jim to get by with ten per cent., but I think he'll make it.

In the first 18 days of February, his sales were $400 short of the same days in 1919. That, divided among the 2,000 customers, showed 20 cents per customer loss. How account for that shrinkage? Looking back over records, he noted that during those days he had an egg sale—had "broken the egg market" as he expressed it. He had also fought the chain bakeries, but has given up to them—at least for now—because the game was not worth the effort and cost. Thus his bread sales are now down to 70 loaves daily against 100 daily and 200 on Saturday, which ruled during his "war."

These analyses enable him to put his finger on any important factor in his business.

His Own Stores Compete

I said his original store was run on a cash basis. That is not strictly accurate, as I told in my former story. He takes no new credit business in his main store, but continues accounts with old stand-by customers who have been with him for years. No change occurred while he had only the two stores.

When he took over the last store he had some interesting experiences and learned a few things. It had been a high-grade, service, delivery store. Being "sot" on the cash idea for future development, he cut out all credits, feeling sure he could put over the cash-short-service idea. But trade fell off alarmingly. It did not come back. He studied the location and customers and concluded that he had made a serious mistake. He re-established credit and full service. The business had not fully recovered when I saw him. Many of the former steady customers had left and not come back. But most of them were returning and new ones were coming, so he feels now that he has the right idea.

In this I agree with him thoroughly. There are neighborhoods where cash won't work out. There are plenty of splendid people who prefer to have and pay for service and credit. In certain neighborhoods it is foolish to try to change habits.

Now this credit branch has taken 25 accounts away from his original store, and that makes for decreased business. But Sweeney feels that it is good business for each store to stand alone, strictly on its merits. He wants his boys to make good on their own individual ability. He also stands ready to show 'em that the "old man" has not lost his grip or his pep. So he feels that he has to make his own showing, despite the loss of those 25 accounts.

"No Sugar" Affects All Alike

Like many grocers, Sweeney feared that sugar shortage would hurt his business. Most grocers fear that. Very many of them have the feeling that they suffer individually more than the run of trade. It is human nature to think that a disadvantage militates against our business more than against that of our neighbors. Thus with "no sugar" he felt his sales might equal those of 1918. He sold $3,000 more than in 1919!

Jim works odd prices strongly. Nearly every item in his store is marked with a nine or seven or three. He is particularly strong for nines. He has coffee at 39 cents the pound; pickles and olives at 39 cents the bottle. By years of consistent work he has built up a big sale of honey. One special item with him when I was there last was honey in ten pound pails at $2.79, which cost him $2. That is nearly 28 1-3 per cent. In a cash store, this shows a merchant who knows on what items he can and must get a wide margin.

Jim's town is one in which a great number of workers were engaged during the war. In one locality there were 14,000 workers and their families. Now there are none of those left. The orders from those people ran big—$30 to $60 with ten pounds of coffee and other items in proportion. Yet his business grows monthly.

Reminds me of a remark an old-time clerk of mine made to me recently. He said: "It's easy to do business now. In the old days customers used to look cautiously at an article the price of which was 40 cents. They would think long and hesitate. Then they'd say, grudgingly: 'Well, send me one.' To-day the price on that article is a dollar and they order two without batting an eyelid!"

Sweeney runs his full service store at 14 per cent. expense.

Good Margin on Fruits

Note his price on lemons. That 39 cents pays him upward of 23 per cent., yet it is a figure which will promote the sale of dozens in place of twos and threes. The even figure of 40 cents would mean sales of three for ten cents—four sales to the dozen. That would pay him 25 per cent. But he makes much more real money and cuts service to the minimum by selling at 39 cents. If you think it is "undignified" to "split nickels" you should get over that idea — unless, indeed, you prefer

(Continued on page 40.)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

John Grimm, president of the Maple Tree Producers' Association, Montreal, who has been away for some time in the United States, returned to Montreal the latter part of last week.

Geo. D. Lachaine, manufacturers' agent, Quebec, P.Q., has moved his offices from 40 Dalhousie Street, to 18 Dalhousie Street, City Building, on the wharf of the Quebec and Levis ferry.

ONTARIO

J. H. Sipes, Galt, Ont., is opening a retail grocery.

T. J. Enright, Carleton Place, Ont., has sold to M. J. Boland.

Roy J. Thomas, retail grocer, Hamilton, Ont., has sold to H. Nex.

T. Knight, retail grocer, Hamilton, Ont., has sold to Roy J. Thomas.

G. Therien, retail grocer, Ottawa, Ont., has sold to W. A. Magee & Son.

John Purvis & Son, Parry Sound, Ont., have sold to W. J. Snelgrove.

John H. Gibson, retail grocer, Toronto, has sold to W. J. Kingman.

Sam Rogus, retail grocer, Hamilton, Ont., recently suffered a loss by fire.

W. E. Unger, North Bay, Ont., has opened a grocery and meat business.

J. W. Bingham, Strathroy, Ont., retail grocer, has sold to E. J. Fitzpatrick.

R. J. Jackson, Hamilton, Ont., is closing out his grocery and butcher business.

D. C. Russell, Acton, Ont., has sold his business to Norman H. Brown, formerly of Milton, Ont.

SALES STAFF HAVE LUNCHEON

Toronto. — (Special.) — The Ontario sales staff of the Canada Starch Co. were tendered a luncheon by Vice-President Joseph Ruddy on Thursday last. When all had done justice to the spread provided, various sales topics were discussed, among them were the plans for the Mazola campaign in this city. Those present besides the vice-president were Ontario sales manager D. T. Williamson, Toronto, also L. A. Farley, J. E. Coleman, R. S. Williamson, Brantford, and J. T. Paul, Toronto.

BOOKLET ON THE TEA PLANT

"A Story of the Tea Plant" is the title of an interesting booklet recently issued by the Salada Tea Co., Toronto, Ont. How tea was first discovered, its cultivation and manufacture from its earliest days up until the present time, are some of the features concisely treated within its covers.

Wm. B. Mathewson Montreal Wholesale Grocer Passes Away

Montreal. — (Special.) — The many friends of William Black Mathewson, one of the senior members of the Mathewson's Sons, wholesale grocers, 202 McGill Street, Montreal, will be sorry to hear of his death, which occurred at his home on Sherbrooke Street, Montreal, Wednesday, Oct. 6. Mr. Mathewson, although in poor health, has been in his place at his office up till four days before his death, and, in fact, was able to be out up to two days before his death. Heart failure, resulting from acute indigestion, was the cause of Mr. Mathewson's death.

W. B. Mathewson had been actively connected with this business, which was established in 1834, for over 50 years. He was born in Montreal 71 years ago and was educated in this city, later going to Sheffield to complete his education. On returning he entered into the family firm with his father and brothers.

A Fenian Raid Veteran

Mr. Mathewson was always interested in military work, and as a young man was one of the first to enlist for service during the Fenian Raids in 1866 and 1870, serving with the Victoria Rifles. He was well known as a splendid shot, and had many trophies for his marksmanship. He was a member of the masonic order in this city and had won a reputation for his collection of rare coins, which is said to be the finest in the city.

He is survived by his wife, a daughter, Mrs. Thomas Thurloway, and one son, Mr. Laurie Mathewson, of Lancaster, Ont. He is also survived by four brothers, one of whom, S. J. Mathewson, is with the firm in Montreal. His two sisters, Misses A. S. and E. H. Mathewson, both reside in Montreal.

New Company Will Be Manufacturers of Chocolates

The Lorraine Chocolate Corporation have purchased the seven story building at 296 Richmond Street West, Toronto, for $90,000. The lot has 45 feet frontage and 100 feet depth. The building was formerly occupied by the Luxfer Prism Company.

Harold F. Ritchie of the Harold F. Ritchie Co., manufacturers' agents, McCaul Street, Toronto, is president of the new concern.

New machinery is now being installed in the building just taken over, and it is expected manufacturing will commence at the first of the year. Chocolate bars as well as high grade chocolates put up in boxes will be manufactured.

Smyrna Fig Crop Estimated To Be 16,000 Tons

The fig crop of the Smyrna district is reported to be good, both in quality and quantity, and is estimated at 16,000 tons as against 12,000 tons last year. Considerable uncertainty is felt as to prices, and few packers are as yet making any very active preparations for their season's business. Some advance quotations are being made, but they are not considered reliable on account of the mixed political situation, the uncertainty of railway transport, and the fluctuating rates of foreign exchange.

THIEVES BREAK INTO STORES

Whitby.—(Special.)—W. B. Pringle's grocery store was entered by a window leading to the basement, from which easy access was gained to the store. The cash register was rifled of about $10, and many things turned topsy-turvy, but whether much or any packaged goods had been taken, Mr. Pringle was unable to say. A similar visit was made to E. M. Deverell's grocery store, entrance also being effected through a rear window and the cellar. Here, too, the till was emptied of change, amounting to about $10, but nothing else has been missed.

TO MAKE ITS OWN CANS

The Laing Produce & Storage Co., Ltd., Brockville, Ont., operating a milk condensary, is now installing machinery whereby it will make its own cans for its products.

The many friends of Arthur H. Sainsbury, of the California Prune and Apricot Association, will extend their heartiest congratulations, the occasion being his recent marriage at St. Paul's church, Bloor Street, Toronto, to Miss Agnes Jean Van Normand, daughter of Mr. and Mrs. V. R. Van Normand, Wingham, Ont.

NEWS FROM WESTERN CANADA

WESTERN

Gus Mickleit, Rosetown, Sask., has purchased the meat and grocery business of M. Urban.

A. E. Taylor Company have opened a general store in the Martin Thompson block, Craik, Sask. H. C. Ruggles has been appointed manager.

Tassie Bros., New Westminster, B.C., retail grocers, have dissolved. Chas. Tassie is continuing the business.

Walter S. Bayley, manufacturers' agent, Toronto, is on an extended business trip in Winnipeg this week.

H. J. Watson, manager of the Swift Current Grocery Co., has returned from a survey of conditions throughout the district. Mr. Watson reports that on the whole the outlook is quite promising.

R. V. Wilson, former secretary of the Edmonton branch of the G.W.V.A., has opened an establishment under the trade name of Wilson's Grocery, Limited. Mr. Wilson has associated with him his brothers, Fred and S. Wilson.

Middleton and Ramsay, Killarney, Saskatchewan, who have been doing business as grocers and bakers for the past year, are dissolving partnership. Mr. Middleton retains the business and Mr. Ramsay expects to re-enter the employ of the Bank of Hamilton.

H. L. Perry Co., Ltd., of Winnipeg, have been appointed agents for the Provinces of Manitoba, Saskatchewan and Alberta, for the London Soap Company, Limited, London, Ontario, manufacturers of Le Parfait Castile and Toilet soap.

A. F. Higgins Co., Ltd., of Winnipeg, have been appointed representatives for the four Western provinces, Manitoba, Saskatchewan, Alberta and British Columbia, for the McNeil Liquid Wax Co., Ltd., of Halifax, N.S.

Capt. J. D. Monoghan, of Moir's, Ltd., Halifax, chocolate manufacturers, while en route to Victoria, where he is going to attend the Dominion Conference of the Army and Navy Veterans, stopped off at Winnipeg for a short while to renew his acquaintance with their Western representatives, Mowatt & McGeachy. Capt. Monoghan is accompanied by Col. C. H. MacKinley and Col. A. W. Duffis, also of Halifax.

Frank K. Keough, of Hills Bros., New York, stated to the Winnipeg Canadian Grocer representative that the first shipment of new dates is on their way, and that dried fruits are more reasonable than in previous years, and they are coming into consumption on a much larger scale than previously. Camel brand figs are expected on the market shortly. Mr. Keough stated that the consumer is recognizing the value of dried fruits more and more each year.

Object to Order Demanding Labels on Imported Lines

Vancouver, Oct.—Importers are up in arms over advices just received from Ottawa instructing the customs officials that all canned goods brought into the province must be labelled.

Large quantities of Singapore pineapple and other canned goods have been brought in by various importers for distribution all over the country. Labels for these were being printed in Vancouver, and the work of labelling them done here. In one case a little company of returned soldiers had bought a labelling machine and were taking contracts for this work, which in the past has been done largely by Orientals.

Though the regulations call for all imported canned goods to be labelled, there is no reason for the regulation, because a sworn affidavit attached to a certificate of quality must accompany all imported canned goods, and further, the Dominion has inspectors who compare the goods with the certificates, which is a very simple matter.

The advantage of having the labelling done here is that various firms prefer to have their own name on the label and as the work of lithographing and printing, also the labelling itself, has developed into quite an industry for Vancouver, it is annoying to have the department come along and upset the whole business.

The Printers' Board of Trade are calling a meeting to go into the matter, also the Hon. Dr. Tolmie has been communicated with, as the matter comes under his department.

Moose Jaw Council Do Not Favor Grocers' Request

Moose Jaw, Oct.—When 75 per cent. of the grocers of the city signed a petition requesting that the council pass a by-law closing their stores from noon on Wednesday until Thursday morning, members of the city council expressed criticism of the request of the petitioners. Some members of the council appeared to think that the council should act as guardians of the grocers and of the welfare of the business interests of the city. Ald. Jackson was opposed to the proposed by-law and declared that every man who had enough money to start a business should be trusted to run it. The city had no right, he contended, to interfere in the business affairs of any individual.

The upshot of the discussion was that the council in committee of the whole reported progress on the by-law and it was placed on the shelf for another two weeks.

JIM SWEENEY MAKES RECORD

(Continued from page 38.)

"dignity" to profits. Up-to-date, smart-stepping grocers usually prefer the profits. In fact, they think profits in themselves are rather substantial "dignity."

Slant on High Living

In former years, prior to 1913, that is, 40 per cent. of the average family budget went for food. In 1920 the proportion is 30 per cent. That means that a greater proportion is now going for clothing, personal adornment, pleasures, furniture and less to feed the body.

During the past seven years food has advanced 234 per cent. Against that, all farm products have advanced 244 per cent. Clothing has gone up 335 per cent. Lumber has enhanced 253 per cent. Miscellaneous, as classified by a Government Bureau's investigation, has gone up 220 per cent. All commodities together have enhanced 238 per cent.

Illustrating in another way—clothing that cost $1 in 1913 now costs $3.35, and lumber which cost 98 cents in 1913 now costs $2.53, while food, which cost $1 now costs $2.34.

In view of these facts, why is the grocer the butt of so much complaint? Because, I think, food is bought continually. If I pay $100 for a suit which cost me $30 four or five years ago, I think it is terrible, but there are many factors which enter into my thoughts. One is that there may be a difference in the quality. In fact, there is a difference—the suit is not as good a one as that I bought four years ago! But I am not definite about my ideas of value as I am when I buy granulated sugar. Mainly, the point is that I buy a suit only once a year—or less frequently—whereas I have to buy sugar daily, and the enhancing prices come home to me with most irritating recurrence.

But the facts I have set forth above may as well be remembered and set before your customers in plain figures. Suppose you copy them on a bit of pasteboard box lining and hang them up for all to see. Then when the consumer asks about them, you can tell her by plain explanation as I have done.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

MANY lines of grocery commodities tend easier, especially such lines as are sold in bulk. On the other hand some lines packed in glass, tins and cartons have shown advances. Retail merchants report business very satisfactory but continue to buy on the hand to mouth basis.

MONTREAL—The feature of the produce market this week is a decline in the price of butter amounting to one cent per pound. Prices on beef are slightly lower as better supplies of beef cattle are arriving. The hog market too is a little easier. The prices on lard and eggs hold very firm. Exportation is crippled to a great extent by the exchange situation. The cheese market shows signs of weakness. The sugar market is in a very unsettled condition and a change in quotations to a lower figure may be announced. Prices announced on the new pack of canned goods show that corn and tomatoes will be slightly cheaper but California fruits will be dearer. Coffee is due for another decline in price. The better line of teas have a firmer market. There is considerable cutting at the present time on rolled oats. Nuts may be cheaper for the Christmas trade but almonds show considerable strength. The cost of packing has increased and as a result there are a number of advances in prices on some branded lines. Vegetables with the autumn season are dearer and some are off the market, being now out of season. Oranges are firmer in price but the good supply of peaches continues with prices still very low. Apples are in very good supply.

TORONTO—The markets generally continue to show easy trend although some lines have advanced particularly bottled goods such as catsup, furniture polish, cooking oil and sauces. There is no change in the refiners, list for sugars but little business is being transacted direct from the refineries. Second-hand sugars still dominate the market. A feature has been the offering of a lot of refined sugar that was held in warehouse at Halifax by American interests and which has since been freely offered in Canada and found ready buyers. Raw sugars are still in a depressed condition and quotations are lower. In wholesale and manufacturing circles the opinion is expressed that lower prices for Canadian refined must prevail even if American sugar is barred in view of the beet sugar crop now coming on the market. Corn syrups are ruling steady to easy under the recent decline. There is nothing of interest to report in molasses, the market is nominally unchanged under little business.

Reductions are shown throughout almost the entire list of bulk cereals. With the exception of rolled oats and corn products the decline in bulk cereals has not as yet affected package cereals, it has been intimated, however, that reductions will materialize on some lines. The primary markets for white and black peppers show a slightly firmer undertone, outside of this the spice market is holding fairly steady under the downward revision of prices noted last week. New crop apricots are on the market and quotations are slightly higher than last year. Quotations on spot stocks of rice have been reduced. The primary markets for coffees are ruling fairly steady under the decline of several weeks ago: spot stocks are unchanged as to quotations but supplies are moving with satisfaction to holders and it is felt in most quarters that this market will be about cleaned up by the time new crop arrives. Some importers are booking new shipments of coffee at a reduction of five cents per pound under present quotations for spot stocks. Shelled Brazils are scarce and shelled pecans have a tendency to be higher in view of the reported short crop. Vegetables and fruits are arriving in heavy shipments and quotations are practically unchanged. Reductions have been manifest on one brand of peanut butter, chocolate confections, cotton twine and one brand of maple syrup.

Live stock market has shown recessions in quotations during the week with slight shadings on some cuts of fresh meats. The butter market is easier. Shortening is marked higher but it is stated in some quarters that this is only temporarly. Cheese is easy. Receipts of poultry are moderate and prices are all reduced.

WINNIPEG—Business conditions have shown remarkable improvement during the week. An order has been received from the Dominion Government at Ottawa stating that all sugar arriving from all points in Canada and the United States is subject to inspection. Corn syrup declined 45 cents and 60 cents a case on the various sizes during the week. All lines of starches decline one cent a pound. Glucose is also lower.

QUEBEC MARKETS

MONTREAL, Oct. 15.—The sugar market is in a very dubious position at the present time. Low prices in United States are influencing this market. A change may come at any time. New prices are quoted on the new pack of canned goods. California pack are dearer but corn and tomatoes are lower. Coffee is due for a further decline. The tea market is unchanged but the better grades have a stronger market. The nut market in some cases is very weak. Dried fruits will be very firm in price. Vegetables, with the late season, are a little dearer. Some vegetables are off the market. Fruit is still in good supply. Peaches are still cheap and the orange market is stronger. There are a number of small advances this week in prices due to the higher cost of packing.

Sugar Expected to Break

Montreal.

SUGAR.—There is nothing sure about the sugar market. The market across the border is much lower than it is here. Every effort is being put forward at the present time by Canadian refiners to protect themselves but a break may occur at any time.

Atlantic Sugar Co., extra granulated, cwt.	19 50
Acadia Sugar Refinery, extra granulated..	19 50
Canada Sugar Refinery	19 50
Dominion Sugar Co., Ltd., crystal granu.	19 50
St. Lawrence Sugar Refineries	19 50
Icing, barrels	19 70
Do., 25-lb. boxes	20 10
Do., 50-lb. boxes	19 90
Do., 50 1-lb. boxes	21 20
Yellow, No. 1, bags	18 50
Do., No. 2	18 40
Dark Brown	18 30

Molasses Prices Are Steady

Montreal.

MOLASSES.—There is no change in either molasses or corn syrup this week. There was a reduction last week in the prices of corn syrups. The molasses prices are unchanged since the supplies for the next two months are at hand and in many cases have been bought by the trade. This steadies the market but what future prices will be it is hard to say since the new crop will be harvested by the time the next supplies of molasses are required.

Corn Syrup—	
Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs...	0 09¼
Quarter barrels, about 175 lbs.	0 09¾
2 gal., 25-lb. pails, each	2 85
3 gal., 38½-lb. pails, each	4 25
5 gal., 65-lb. pails, each	6 85
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	6 60
5-lb. tins, 1 doz. in case, case	7 45
10-lb. tins, ½ doz. in case, case	7 15

	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	1 50
Barrels	1 53
Half barrels	1 55
Puncheons, outside city	1 45
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case.	6 00
3-lb. tins, 2 doz. in case, case.	8 25
5-lb. tins, 1 doz. in case, case.	6 80
10-lb. tins, ½ doz. in case, case	6 65

Cereal Prices Easier

Montreal.

CEREALS.—The cereal market has not been very strong of late and there is a good deal of competition in order to obtain business. Some jobbers are quoting with reductions on rolled oats this week as low as $5 per bag. This is a reduction of 25 cents on last week's prices. Standard granulated refined oatmeal has also been reduced owing to competition of the market and quotations are now given at $5.75 per bag.

Oatmeal, granu., fine, standard..	6 10
Rolled oats, 90 lbs.	5 25
Pearl Hominy	6 25
Cornmeal, Gold Bust Brand	6 00
Graham Flour, 98 lbs.	7 65
New Buckwheat Flour	6 75
Pot Barley	6 00
Pearl Barley	7 25

No Change in Package Goods

Montreal.

PACKAGE GOODS.—There is no change this week in the prices quoted on package goods. It is expected that at any time some firms manufacturing rolled oats will reduce their prices in company with declines that have occurred in some brands.

PACKAGE GOODS

Breakfast food, case 18	3 50
Cocoanut, 2 oz. pkgs., doz.	0 78½
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50	4 25
Corn Flakes, 36s	4 15
Oat Flakes, 20s	5 40
Rolled oats, 20s	6 50
Do., 18s	2 42½
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case...	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 35
Hominy, pearl or granu., 3 doz.	3 65
Health bran (20 pkgs.), case	2 50
Scotch Pearl Barley, case	2 60
Pancake Flour, case	3 60
Do., self-raising, doz.	1 50
Wheat Food, 18-1½s	3 25
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36s, case	7 30
Do., 20s, case	7 50
Self-raising Flour (3-lb. pack.) doz.	3 30
Do. (6-lb. pack.), doz.	6 40
Corn Starch (prepared)	0 14
Potato flour	0 15½
Starch (laundry)	0 12½
Flour, Tapioca	0 15 0 16
Shredded Krumbles, 36s	4 35
Cooked bran, 12s	2 25
Enamel Laundry Starch, 40 pks. case	4 30
Celluloid Starch, 45 pkgs. case..	5 50
Chinese Starch	7 00
Package Cornmeal	4 25
Malt Breakfast Food (36 pkgs.)	12 50

Nut Prices Vary

Montreal.

NUTS.—There is rather an uneasy feeling about the prices on nuts in some quarters. In some instances higher prices are expected but in other cases a drop in prices seems to be expected. Almonds are holding very firm in price and are being offered by some firms at prices below the cost of replacement. The prices on walnuts however have been very weak lately and quotations vary considerably.

Almonds, Tarragona, per lb.	0 25	0 30
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 40
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 18	0 20
Do., Barcelona	0 17	0 19
Hickory nuts (large and small), lb.	0 10	0 15
Neanuts, Jumbo	0 19	0 22
Do., extra	0 16	0 19
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginit.	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 29	0 30
Do., large, No. 2, polished	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts, Grenable in shell	0 29	0 33
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 50
Do., Bordeau	....	0 60
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

No Change in Tea Market

Montreal.

TEA.—There is no change in the tea market this week. Lower grades of tea still continue very weak and the demand seems to be very fair for the better grades which are holding firm in price. The Japan teas are very firm at prices which were originally quoted, which have remained steady.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

New Canned Corn Lower

Montreal.

CANNED GOODS.—The new opening prices for canned vegetables quoted corn in 2 lb. tins varying in price from $1.57½ to $1.62½. This price is slightly lower than quotations on last year's pack. Tomatoes in 2½-lb. tins are also quoted with slightly lower prices on the best grade. These are the only two new prices quoted this week. The opening prices on California canned fruits are given, which in many cases are much higher than quotation of last year. The prices on canned apricots are, however, slightly lower than last year's prices. This also holds in the case of cherries, although the prices on 2½-lb. tins are a little higher than last year's prices. Pineapples, both grated and sliced, are

quoted higher than last year's pack. California fruits in general will be dearer than last year but it is expected that later prices given on our own pack of fruits will be lower than last year's prices. There is no doubt that there is a large supply of canned goods to be offered on the market this year as a result of the splendid crop. Just what these prices will be it is hard to determine, but it is intimated that prices may be a little lower than last year although initial prices are rather high.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	2 15	2 20
Beans, Refugee	2 15	2 20
Corn, 2s	1 57½	1 62½
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 87½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	....	5 00
2½-lb.	....	6 50
1-lb.	....	3 75
Pears, 2s	4 25	4 50
Pears, 1s	4 25	4 50
Do., 2½s	....	7 20
Do., 2-lb.	....	5 40
Pineapples (grated and sliced), 2½-lb.	....	5 75
2-lb.	....	4 75
1-lb.	....	2 50
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25

Spice Market Firm

Montreal.

SPICES.—The spice market continues in very good shape and dealers quote a very good business. The demand has been excellent since the beginning of September. Prices hold firm and are unchanged.

Allspice	....	0 20
Cassia (pure)	0 30	0 33
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Belgian chicory	....	0 25
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 75	0 80
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 42
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 65
Pepper, black	....	0 35
Do., white	....	0 45
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 15	0 18

Rice Market Quiet

Montreal.

RICE.—The rice market continues very quiet with no changes in prices. The quotations are only nominal since there are great variations in prices on account of competition for what business there is.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Bell Rice, fine	....	16 00
Bell broken rice	....	10 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Dried Fruit Prices Steady

Montreal.

DRIED FRUITS.—The new crop of Valencia raisins are being offered on the market here at 23 cents per pound in some cases. There is nothing new in prices on evaporated apples as yet. The dried fruit market is remaining firm. As stated last week, Canada's main supply of raisins and currants is expected to arrive here early in November.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown	....	0 27
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, 1b.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Coffee to Be Lower

Montreal.

COFFEE.—It is expected that coffee will be slightly lower within the next week or ten days. Coffee is due for a general decline as the market for raw coffee is much easier, but the decline here will be gradual.

Some Small Advances

Montreal.

MISCELLANEOUS.—Among the miscellaneous lines this week that are changed in price there are many that are advanced in cost due almost entirely to the higher cost of packing. Many of these advances are so small that they hardly warrant higher prices to the consumer yet the retailer is obliged to take the difference out of his own profits. Bon Ami is advanced 13 cents a dozen, making the price $1.38. O-Cedar polish is advanced 60 cents a case on the large bottles and 30 cents a case on the small bottles. Gem lye is advanced 10 cents per case. Axle grease is advanced 20 cents a case of four dozen and the same advance on the large size tins.

Some Vegetables Scarce

Montreal.

VEGETABLES.—With the fall season comes the falling off in the fresh vegetables. Prices are considerably higher on tomatoes, $2.50 per box being asked. Cucumbers are almost off the market and prices vary considerably depending on the grade of the vegetable. Sweet potatoes are slightly lower, being offered at $3.25 per hamper. The season being over for many of the vegetables in some cases where small supplies are forthcoming much higher prices are asked.

Beets, per doz.	....	0 25
Beans, wax (20-lb. bags)	1 00	1 25
Do., new string (imp.) hamper	....	....
Cucumbers, Montreal, per doz.	....	0 20
Cabbage, Montreal, doz.	0 50	0 65
Chicory, doz.	....	0 50
Carrots, doz.	....	0 25
Corn, cob, per doz.	0 15	0 20
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 25	1 80
Do., sweet, hamper	....	3 25
Canadian Radishes, doz.	....	0 40
Spinach, box	....	0 75

Turnips, per doz.		0 40
Watercress (per doz.)		0 75
Montreal Tomatoes, per box		2 50
Cauliflower, per doz.		0 90
Spanish Onions, per case		5 25

Peach Supply Continues

Montreal.

FRUIT.—More apples are offered on the market this week. Fameuse are selling at $10 per barrel for No. 1. Wealthy apples are little dearer, being offered at $7.50 per barrel. Peaches continue to arrive in big supplies and lower prices are again current this week. Eleven-quart baskets may be bought for 90 cents some days, depending almost entirely upon the supply and demand. Blue grapes are plentiful, being offered at 55 cents per basket. Oranges show more strength this week at prices advanced 50 cents to $9.50 per case.

Apples—		
Do., Fameuse, per bbl.	9 50	10 00
Do., Wealthy No. 1, per bbl.	....	7 50
Do., No. 2, per bbl.	....	7 00
Do., Alexander, per bbl.	6 00	6 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	**....**	**5 00**
Do., Florida, 54, 64, 80, 96	**....**	**6 00**
Lemons, Messina	....	4 25
Oranges, Cal., Valencias	....	10 00
Do., 100s and 150s	....	10 00
Do., 176s and 200s	....	10 00
Cal. Navels—		
80s, 100s	....	9 50
126s	....	9 50
150s	....	9 50
176s, 250s	....	9 50
Florida, case	....	9 75
Pineapples, crate	....	8 50
Canadian Peaches, 11 qts.	....	0 90
Plums, 11 qts.	0 50	0 80
Pears, 11-qt. basket	....	1 25
Canteloupes, crate (45)	....	9 00
Tokay Grapes, per box	....	5 00
Blue Grapes, 6 qts.	....	0 55

ONTARIO MARKETS

TORONTO, Oct. 15.—The sugar market is unsettled. Second-hand sugars are still available. A reduction is shown on practically all bulk cereals amounting to 50 cents to $1.00 per bag. White and black peppers are slightly firmer. New crop apricots are on the market. Rice quotations are lower. Canned goods are quiet. Opening prices have been named on new pack tomatoes and corn which are below last season's prices. Vegetables and fruits are steady with few price changes.

Sugar Unsettled

Toronto.

SUGAR.—There is no change in quotations from refiners, but very little business is being transacted direct from the refineries. Second hand sugars still dominate the market. A feature has been the offering of a big lot of refined sugar that was held in warehouse at Halifax and owned by American interests pending a permit for export, this permit from the Canadian Government did not materialize and the sugar has been offered in Canada and has found ready buyers. American sugar is not arriving as freely as expected, and outside of the two or three cars reported last week no other shipments have arrived in Toronto for distribution to the trade. Refined sugar in the U.S. is still on the decline, quotations are around 11 cents, a reduction of 1½ to 2 cents per pound from last week's report. Raw sugars are still in a depressed condition, little buying interest is noted with some sales as low as 7.75 cents duty paid for October shipment. In wholesale and manufacturing circles the feeling is that lower prices must prevail even if importation of refined sugar from the U.S. is prohibited in view of the beet sugar crop now coming on the market and which at present is quoted $1 less than Montreal refineries.

St. Lawrence, extra granulated, cwt.	$19 71
Atlantic, extra granulated	19 71
Acadia Sugar Refinery, extra granulated	19 71
Dom. Sugar Refinery, extra granulated	18 71
Canada Sugar Refinery, granulated	19 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, $1; No. 2, $1.10; No. 3, $1.20.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Syrups Unchanged

Toronto.

SYRUPS.—This market is unchanged. Corn syrups are ruling steady to easy under the recent declines. There is nothing of interest to report in molasses, the market is nominally unchanged under little business.

Corn Syrups—		
Barrels about 700 lbs., yellow.	....	0 09
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 60
Cases, 5-lb. tins, white, 1 doz. in case	....	7 45
Cases, 10-lb. tins, white, ½ doz. in case	....	7 15
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 00
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 85
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 55
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	**7 00**	**9 60**
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	**1 55**
Choice Barbadoes, barrels	....	....
New Orleans, bbls., gal.	....	**0 56**
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	**7 75**
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	**10 75**
Tins, 5-lb., 1 doz. to case, Barbadoes	....	**8 95**
Tins, 10-lb., ½ doz. to case, Barbadoes	....	**8 60**
Tins, No. 2, baking grade, case 2 doz.	....	**4 20**
Tins, No. 3, baking grade, case of 2 doz.	....	**5 50**
Tins, No. 5, baking grade, case of 1 doz.	....	**4 60**
Tins, No. 10, baking grade, case of 1½ doz.	....	**4 25**
West Indies, 1½s, 48s	**4 60**	**6 95**

Many Cereals Decline

Toronto.

CEREALS. — Practically all bulk cereals show material declines. This is due to the slump in the grain market. It has been intimated in some quarters that the reduction registered during the week is not the lowest, and further shading can be expected. Pot and pearl barley, gold-dust cornmeal, rolled oats, Graham flour, wholewheat flour, rolled wheat, cracked wheat, white corn flour, wheat kernels, split peas, marrowfat green peas and granulated oatmeal show declines of from 50 cents to $1 per bag.

	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	7 75
Barley, pot, 98s	6 25
Barley Flour, 98s	**6 25**
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	5 75
Do., fancy yellow, 98s	5 75
Oatmeal, 98s	5 00
Oat Flour	....
Corn Flour, 98s	6 25
Rye Flour, 98s	**6 25**
Rolled Oats, 90s	4 50
Rolled Wheat, 100-lb. bbl.	7 75
Cracked wheat, bag	**6 75**
Breakfast food, No. 1	6 25
Do., No. 2	6 25
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	8 40
Blue peas, lb.	**0 10**
Marrowfat green peas	0 08¼
Graham Flour, 98s	5 75
Whole wheat flour	5 85
Wheat kernels, 98s	7 35
Farina, 98s	6 20

Package Cereals Weak

Toronto.

PACKAGE GOODS.—With the exception of rolled oats and cornmeal the decline in the price of bulk cereals has not as yet affected package cereals to any large extent. This is explained by the fact that the cost of cartons and the labor of filling is such an important factor that prices cannot yet be revised. It is a fact, however, that some lines will be reduced probably within this next week. One manufacturer stated that business was so small that they would be compelled to lower prices in order to stimulate business and encourage the public to buy.

PACKAGE GOODS

Rolled Oats, 20s, round, case	5 60	5 80
Do., 20s, square, case	5 60	5 80
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	**....**	**6 00**
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	3 60
Cornstarch, No. 1, lb. cartons	....	0 13½
Do., No. 2, lb. cartons	....	0 12
Laundry Starch	....	0 10¾
Do., in 1-lb. cartons	....	0 11¼
Do., in 6-lb. tin canisters	....	0 15
Do., in 6-lb. wood boxes	....	0 14¼
Celluloid Starch, case	....	5 00
Potato Flour, in 1-lb. pkgs.	....	0 14
Fine oatmeal, 20s	....	6 80
Cornmeal, 24s	....	3 80
Farina, 24s	**....**	**3 50**
Barley, 24s	....	3 50
Wheat flakes, 24s	**....**	**6 50**
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	4 10
Buckwheat flour, 24s	....	4 10
Two-minute Oat Food, 24s	....	3 75
Puffed Wheat, case	**....**	**4 60**
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case	....	3 80
Do., pearl, case	....	3 80
Scotch Pearl Barley, case	....	2 90
Self-rising Pancake Flour, 30 to case	**....**	**4 20**
Do., Buckwheat Flour, 30 to case	....	4 20

Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	4 10

Peppers Slightly Stiffer

Toronto.

SPICES.—The primary markets for both white and black peppers show a slightly firmer undertone, outside of this the spice market is holding fairly steady under the downward revision of prices noted last week. Manufacturers report business in this line to be fairly active.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	....	0 65
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 45
Mustard, pure	....	0 55
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	....	0 75
Peppers, black	....	0 35
Do., white	....	0 45
Paprika, lb.	0 80	0 85
Chillies, lb.	....	0 60
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 60
Do., 64s	....	0 70
Do., ground	0 40	0 50
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 20
Carraway seed, whole	....	0 30
Tumeric	....	0 28
Curry Powder	....	0 40
Cream of Tartar—		
French, pure	0 75	0 80
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

New Apricots Arrive

Toronto.

DRIED FRUITS.—New crop apricots are on the market and are quoted, fancy, 46 cents; choice, 42 cents, and standard, 34 cents per pound. New crop Thompson's seedless raisins in bulk are quoted at 30 cents per pound to arrive. Wagstaffe's cut mixed peels are being offered in 1-pound boxes at $5.40 per dozen. Wholesalers are now anxious to clear up stocks of old crop figs and prunes; reductions are being made on these lines in many quarters. Wagstaffe's cut peels in 12-pound boxes are quoted: lemon, 48 cents; orange, 50 cents, and citron, 80 cents per pound.

Evaporated apples	....	0 21
Candied Peels, American—		
Lemon	....	0 48
Orange	....	0 60
Citron	....	0 80
Currants—		
Greek Filiatras, cases	....	0 16¾
Do., Amalias	0 18½	0 19
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.	....	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case	....	7 25
Fard, per box, 12 to 13 lbs.	....	3 50
Hallowee dates, per lb.	0 18	0 23
Prunes—		
30-40s, 25s	....	0 31
40-50s, 25s	0 25	0 28
50-60c, 25s	....	0 23½
60-70s, 25s	....	0 21½
70-80s, 25s	....	0 18½
80-90s, 25s	....	0 16½
90-100s, 25s	....	0 15½
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets	....	0 29
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas	....	0 26
Thompsons, Seedless	....	0 30

Rice Quotations Lower

Toronto.

RICE.—The primary markets for rice continue with an easy tone. Spot stocks have also been reduced during the week. Blue Rose fancy Texas is quoted at 17 cents in bag lots, a reduction of 3 cents per pound. Broken Honduras is quoted at 9½ cents and China in 50-pound mats at 14½ cents per pound.

Honduras, fancy, per 100 lbs.	....	....
Do., broken	....	0 09½
Blue Rose, lb.	0 17	0 17½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Do., broken, 100 lbs.	....	11 00
Japans, fancy, per 100 lbs.	....	0 18½
Fancy Patna	....	17 00
Chinese, Mats 50 lbs.	....	0 14½
Tapioca, pearl, per lb.	0 10	0 10½
White Sago	0 10	0 10½

Coffee Futures Lower

Toronto.

COFFEES.—The primary markets for coffees are ruling fairly steady under the declines of several weeks ago. Spot stocks are unchanged as to quotations but supplies are moving with satisfaction to holders and it is felt in most quarters that this market will be about cleaned up by the time the new supplies bought at lower prices arrive on this market. Some importers are booking new shipments at a reduction of 5 cents per pound under present quotations for spot stocks.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaice	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santo	....	0 42

Low Grade Teas Weak

Toronto.

TEAS.—Low grade teas continue to be weak, the spread between high grades and low grades is even greater. High grades are holding at high figures and are difficult to procure according to some importers.

Ceylons and Indians—		
Pekoe Souchongs	$0 40	$0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 58
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Canned Goods Quiet

Toronto.

CANNED GOODS. — The opening prices on canned tomatoes and corn have been named: Tomatoes are quoted at the factory, $1.72½, and corn $1.52½. In some quarters a discount is offered on these prices. One wholesaler is offering 4-pound jams at $1.15 each. Business in canned goods is not heavy at present, which probably accounts for more or less cutting amongst jobbers.

Salmon—		
Sockeye, 1s, doz.	5 80	5 95
Sockeye, ½s, doz.	....	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatos, 2½s, doz.	....	....
Peas, Standard, doz.	1 80	1 90
Do., Early June, doz.	....	2 00
Do., Sweet Wrinkle, doz.	....	....
Beets, 2s, doz.	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	....	....
Do., butts, doz.	....	....
Canadian corn	....	....
Pumpkins, 2½s, doz.	....	1 85
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 43
Black Currants, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50
Gooseberry, 4s, each	....	1 43
Do., 16 oz., doz.	....	5 35
Peach, 4s, each	....	1 25
Do., 16 oz., doz.	....	4 80
Red Currants, 16 oz., doz.	....	5 50
Raspberries, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50
Strawberries, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50

Spot Nuts Steady

Toronto.

NUTS. — The nut market is quiet with little buying interest at the moment. Spot shelled pecans are quoted at $1.15 per pound, but on account of the short crop this year new stocks are expected to be higher, probably around $1.50 per pound. Shelled Brazils are scarce. A new shipment of Jamaica cocoanuts are offered at $9.50 per sack of 100.

Almonds, Tarragonas, lb.	0 28	0 30
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	0 28	0 30
Do., Marbot	0 26	0 28
Filberts, lb.	0 19	0 21
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	9 50
Cocoanut, unsweetened, lb.	....	0 35
Do., sweetened, lb.	....	0 42
Do., shred	....	0 30
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	....	0 40
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 56	0 60
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 60	0 65
Peanuts, Spanish, lb.	....	0 19½
Do., Chinese, 30-32 to oz.	....	0 15
Do., Java	....	0 14½
Brazil nuts, lb.	....	....
Pecans, lb.	....	1 15

Some Vegetables Lower

Toronto.

VEGETABLES. — Carrots, beets, turnips and onions have been reduced in

price during the week. Potatoes are holding steady at from $1.65 to $1.75 per bag. Just as to what the prevailing price will be on potatoes, nothing can be stated with definiteness as the harvesting of the crop has barely commenced. Onions are a big crop and it is forecast that lower prices will be quoted. Sweet potatoes are down 25 cents per hamper.

Cabbage, Can., per doz.	0 50	0 75
Parsley, domestic, per 11-qt. bask.	....	1 00
Cucumbers, per 11-qt. basket	0 40	0 50
Carrots, per 75-lb. bag	0 85	1 00
Beets, per 75-lb. bag	....	1 00
Turnips, per 75-lb. bag	0 65	0 75
Onions, 100-lb. sack	....	2 00
Do., Spanish, large crate	....	5 50
D., small crate	....	3 25
Do., pickling	1 00	2 00
Tomatoes, Ontario, 11-qt. bskt.	....	0 50
Green Peppers, hot, 11-qt. basket	....	0 50
Do., sweet, 11-qt. basket	0 75	1 00
Vegetable Marrow, doz.	....	0 50
Celery	0 75	1 00
Egg plant, 11-qt. basket	....	0 75
Potatoes, per bag	1 65	1 75
Sweet Potatoes, hampers	....	2 50

Fruit Prices Are Steady

Toronto.

FRUITS.—Arrivals of peaches, plums, grapes and pears have been heavy and prices for the most part are unchanged. Peaches are quoted from 40 to 85 cents per basket, plums from 60 to 75 cents, and grapes at 50 cents. Large shipments of cranberries are arriving and are quoted at $7 for half barrels, and $14 for barrels. Quinces are quoted $1 per 11-quart basket. California red Emperor grapes are offered at $7.75 per keg. Tokay grapes are down 75 cents, now quoted from $3.75 to $4 per crate.

Oranges, Valencias—		
126s	....	8 00
150s	....	8 50
176s, 200s, 216s, 250s	....	9 50
Bananas, Port Limons	....	0 11½
Lemons, Cal., 240s	....	5 50
Do., Messinas, 300s	....	5 50
Grapefruit, 46s to 96s	6 25	7 00
Cantaloupes, Canadian, basket	0 50	0 75
Pears, Oregon, per box	....	6 25
Do., Canadian Bartlett, bskt.	0 75	0 85
Grapes—		
California Tokay	3 75	4 00
Blue, green, red	....	0 50
Apples, Duchess, box	....	1 50
Do., per barrel	4 00	6 00
Plums, 6-qt. basket	0 30	0 50
Do., 11-qt. basket	0 60	0 75
Peaches, 6-qt. basket	0 50	0 60
Do., 11-qt. basket	0 60	0 85
Cranberries, ½ barrels	....	7 00
Do., barrels	....	14 00

Flour is Unchanged

Toronto.

FLOUR. — The flour market is ruling steady under recent declines. Wheat prices have steadied during the week with quotations on futures ranging a few cents higher.

Flour—		
Patent Firsts, in jute bags, per barrel	....	12 50
Do., Seconds, in jute bags, per barrel	....	12 00

Millfeeds in Demand

Toronto.

MILLFEEDS. — Bran and shorts are unchanged. The demand is heavy but sufficient supplies are forthcoming to meet the demand.

MILLFEEDS—		
Shorts, per ton	....	54 25
Bran, per ton	....	49 25

Changes on Sundry Lines

Toronto.

MISCELLANEOUS.—Reductions have been made on some lines as follows: Red Feather peanut butter, one pound tins, now $3.85 per dozen; 12 pound tins, 27 cents per pound. Cowan's maple buds and medallions are now 52 cents per pound. Cotton twine, cones, reduced to 82 cents per pound, and balls are now 86 cents per pound. Bowes' maple syrup is now quoted, cases, six No. 1 tins, $18 per case; 24 No. 3 bottles, $9 per case; 24 No. 4 bottles, $9.75 per case; 5 gallon tins, each $18. Advances have been registered on the following lines: O-Cedar oil has advanced, now quoted 4-ounce bottles $2.40 per dozen, and 12-ounce $4.80 per dozen. Dandy sauce is now $1.80 per dozen. Mazola oil, cases six No. 8 tins, $14 per case; 24 No. 1 tins $8.40 per case. "A" lamp wick now 55 cents per roll; "B" lamp wick 75 cents per roll. Rex catsup, four No. 10 jars, now $6.60 per case. Round clothes pins advanced to $1.90. Ibbotson's sauce now quoted at $1.60 per dozen.

WINNIPEG MARKETS

WINNIPEG, Oct. 15.—Corn syrups and starches are down 45 to 60 cents per case. Dominion sugar has been reduced $1.00 per hundred but other refineries have not as yet changed. Coffees and teas are unchanged. The rice market is easier but as yet spot stocks are unchanged. New California raisins, prunes and peaches are rolling this way and are expected to arrive in another week. One brand of macaroni has been reduced.

Sugar Declines

Winnipeg.

SUGAR.—Dominion Sugar Refinery announces a further decline of $1 per hundredweight of sugar, and it is now being quoted at $18.80 per hundred pounds. The other Canadian refineries' prices remain the same, and sugar is quoted at $20.80 per hundred pounds. All markets, both raw and refined have been steadily declining since our last issue. The demand for sugar is very moderate and sales are reported very light for this time of the year. An order had been received from the Dominion Government at Ottawa that sugar arriving from all points in Canada or the United States must be inspected.

Lantic granulated, 100-lb. bag	$20 80
Acadia granulated, 100-lb. bag	20 80
Redpath granulated, 100-lb. bag	20 80
St. Lawrence granulated, 100-lb. bag	20 80
Dominion granulated, 100-lb. bag.	18 80
Yellow sugar, 100-lb. bag	19 70
Powdered Sugar 50-lb. boxes, per cwt.	21 35
Icing Sugar, 50-lb. boxes, per cwt.	21 45
Lump sugar, soft, 100-lb. boxes, per cwt.	21 75
Do., hard, 100-lb. boxes, per box	21 95
Cubes, 100-lb. boxes, per box	21 35

Corn Syrup Declines

Winnipeg.

SYRUPS.—Corn syrup declined during the week 45 cents per case on No. 2s and 60 cents per case on the other sizes. Molasses is reported to be firmer.

CANE SYRUPS—		
2-lb. tins, 2 doz. in case	....	8 80
5-lb. tins, 1 doz. in case	....	10 30
10-lb. tins, ½ doz. in case	....	9 80
20-lb. tins, ¼ doz. in case	....	9 55
CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 90
Cases, 5-lb. tins, white, 1 doz. in case	....	7 80
Cases, 10-lb. tins, white, ½ doz. in case	....	7 55
Cases, 20-lb. tins, white, ¼ doz. in case	....	7 55
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 30
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 20
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	6 95
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz.	....	24 50
Pure, 10s, per case of ½ doz.	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
Above subject to a discount of 10 per cent.		
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Starch Quoted Lower

Winnipeg.

STARCH.—All lines of starches declined one cent per pound during the week. Also a drop of 30 cents a case on celluloid starches. Glucose is now being quoted at $6.75 per hundred pounds. New quotations are as follows:

Cornstarch, 1-lb. pkgs., per lb.	....	0 11
Do., No. 1 quality, 1-lb. pkgs.	....	0 12½
Gloss, 1-lb. pkgs., per lb.	....	0 13¼
Celluloid, 1-lb. pkg., per case	....	5 15

No Change in Cereals

Winnipeg.

CEREALS.—There has been practically no change in the cereal market this week. Rolled oats, barley and oatmeal are somewhat easier and the demand for these goods is fair. No change in prices this week.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons	6 00	6 50
Do., 36s, case, square pkts.	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	....	4 00
Puffed Wheat, 3 doz. case, case	....	4 60
Puffed Rice, 3 doz. case, case	....	5 70
Cream of Wheat, 3 doz. case, case	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case	....	3 75

BULK CEREALS

Rolled Oats, 80s, per bag	....	4 45
Do., 40s, per bag	....	2 30
Do., 20s, per bag	....	1 20
Do., 10-8s, per bale	....	5 30
Do., 15-6s, per bale	....	6 10
Oatmeal, 98s, gran. or stand., bag	....	6 35
Wheat Granules, 98s, per bag	....	7 70
Do., 16-6s, per bale	....	8 60
Peas, whole, green, 100-lb. bag, bush.	....	6 00
Do., split, yellow, 98s, per bag	....	9 00
Do., split, yellow, 49s, per bag	....	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	....	5 30
Do., Lima, 100-lb. bag, per lb.	....	0 15¾
Barley Pot 98s, per bag	....	5 50
Do., pearl, 98s, per bag	....	8 60
Cornmeal, 98s, per bag	....	5 60
Do., 24s, per bag	....	1 45
Do., 10-10s, per bale	....	6 75
Buckwheat grits, whole, 98-lb. bags, per bag	....	11 00

Opening Prices on Tomatoes

Winnipeg.

CANNED GOODS.—New opening prices on canned tomatoes, corn, peaches, Bartlett pears and the different varieties of plums have been named and are from five to ten cents a dozen cheaper than last year's prices, yet the lay-down cost to the jobber in the West will be in excess of last year's prices due to the increased freight rates.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	3 35
Do., ½s, 4 doz. case, doz.	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 50
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case	....	21 75
Do., ½s, flat, 8 doz. in case	....	23 50
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case	....	17 75
Cohoe, 1s, tall, 4 doz. case	....	14 50
Do., ½s, flat, 8 doz. case	....	16 50
Pink, 1s, tall, 4 doz. case	....	10 40
Do., ½s, flat, 8 doz. case	....	12 25
Humpback, 1s, tall, 4 doz. case	....	8 60

CANNED FRUIT (Canadian)

	Per case	
Apples, 6 tins in case, per case	3 40	3 85
Blueberries, 2s, 2 doz. case	....	7 00
Cherries, 1s, 4 doz. case	....	11 00
Gooseberries, 2s, 2 doz. case	....	9 50
Lawtonberries, 2s, 2 doz. case	....	9 50
Peaches, 2s, 2 doz. case	....	8 50
Pears, 2s, 2 doz. case	6 50	8 30
Plums, Green Gage, 2s, 2 doz. case	....	6 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 75
Raspberries, 2s, 2 doz. case	9 50	9 60
Strawberries, 2s, 2 doz. case	....	10 50

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case	....	13 00
Peaches, 2½s, 2 doz. case	....	13 20
Peaches, sliced, 1s, 4 doz. case	....	14 00
Do., halved, 1s, 4 doz. case	....	13 85
Do., 2s, 2 doz. case	....	3 50
Pears, 1s, 4 doz. case	....	16 00
Pineapples, sliced, 2s, 2 doz. case	8 00	8 75

CANNED VEGETABLES

	Per case	
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	2 75
Beans, Golden Wax, 2s, 2 doz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 50
Corn, 2s, 2 doz. case	....	4 20
Peas, Standard, 2s, 2 doz. case	....	4 10
Peas, Early June, 2s, 2 doz. case	....	4 70
Sweet Potatoes, 2½s, 2 doz. case	....	6 40
Pumpkin, 2½s, 2 doz. case	....	3 00
Sauer Kraut, 2½s, 2 doz. case	....	4 90
Spaghetti, 2½s, 2 doz. case	....	5 40
Tomatoes, 2½s, 2 doz. case	4 20	4 50
Spinach, 2½s, 2 doz case	....	5 70

Teas Firmer

Winnipeg.

TEA.—Reduction in some package teas is anticipated. This is a result of the arrival of teas bought on a lower market some months ago as it requires from two to three months for teas to arrive from the source of production. Latest report from the primary market is that the teas are much stiffer in price both in Calcutta and Colombo. There is still a large quantity of very poor quality tea which can be procured at any price, as it is totally unfit for the Canadian trade. Fine teas are scarce and high in price.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 43	0 50
Do., second quality	0 38	0 42
Pekoes, first quality	0 49	0 53
Do., second quality	0 43	0 45
Broken Pekoe, first quality	0 52	0 60
Braken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Coffee Market Dull

Winnipeg.

COFFEE.—The coffee market is reported very dull and uninteresting. Local conditions during the week are unchanged.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 42	0 44
COCOA—		
In 1-lbs., per doz.	....	6 25
In ½-lbs., per doz.	....	3 25
In ¼-lbs., per doz.	....	1 70
In small size, per doz.	....	1 25

Peppers Firmer

Winnipeg.

SPICE.—The spice market has been very firm and no declines have been noted with the exception of paprika. The new paprika crop is now coming on the market and there is a very slight difference between last year's and this year's prices.

WHOLE SPICE

Allspice, Jamaica, best quality, lb.	....	0 23
Cassia, Batavia, per lb.	....	0 35
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 85
Ginger, washed, Jamaica, No. 1	....	0 55
Do., Jamaica No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz.	....	0 80
Pepper, black, Singapore ex., lb.	....	0 36
Do., white, do., per lb.	....	0 60
Pickling, ¼-lb. pkg., per doz.	....	1 00
Do., bulk, No. 1, per lb.	....	0 28
Do., No. 2, per lb.	....	0 25

GROUND SPICE.

Allspice, bulk, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.	....	0 35
Do., No. 2, bulk, per lb.	....	0 30
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 90
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75
Cayenne, No. 1, bulk, per lb.	....	0 40
Do., No. 1, 2 oz. cartons	....	1 10
Do., No. 1, 4 oz. cartons	....	1 65
Ginger, No. 1, bulk, per lb.	....	0 58
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 95
Do., No. 2, bulk, per lb.	....	0 40
Mace, No. 1, bulk, per lb.	....	0 85
Do., No. 1, 2oz. cartons	....	1 65
Do., No. 1, 4 oz. cartons	....	2 70
Nutmeg, No. 1, bulk, per lb.	....	0 60
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 85
Pastry spice, No. 1, bulk, per lb.	....	0 40
Do., No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 80
Pickling spice, No. 1, bulk, per lb.	....	0 38
White Pepper, No. 1, bulk, per lb.	....	0 49
Do., No. 2, Singapore, per lb.	....	0 47
Black pepper, No. 1, bulk, per lb.	....	0 35
White pepper, No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 95
Black pepper, No. 1, 2 oz. cartons	....	0 95
Do., No. 1, 4 oz. cartons	....	1 60

Rice Market Easy

Winnipeg.

RICE.—The rice market is somewhat easier due to the heavy crop of rice in the United States. The tapioca and sago markets remain unchanged.

New Dried Fruits on the Way

Winnipeg.

DRIED FRUITS.—New California seedless raisins are now on the road and are expected in Winnipeg very shortly. Prices no doubt will be high. New prunes and peaches will be arriving within a week or ten days. Prunes are being quoted easier by both the Oregon and California packers.

Nut Market Unchanged

Winnipeg.

NUTS.—The nut situation is practically unchanged. We find that spot stocks of shelled walnuts and almonds are being rapidly picked up.

NUTS, Shelled—		
Almonds, per lb.	0 54	0 58
Spanish Peanuts, No. 1, per lb.	....	0 19
Pecans, per lb.	....	1 10
Walnuts, per lb.	0 60	0 62
Nuts in shell—		
Peanuts, roasted, Jumbo, per lb.	....	0 25
Almonds, per lb.	....	0 35
Filberts, per lb.	....	0 30
Walnuts, per lb.	0 25	0 35
Pecans, per lb.	....	0 32

Fruit Market Active

Winnipeg.

FRUITS.—The fruit market has been fairly good this week. B.C. McIntosh reds are arriving in good condition and are quoted at $3.90 to $4.50 per box. The demand is exceptionally good. Ontario apples in bushel baskets are now on the market and are being offered to the trade at $3.00 per basket. Bananas and oranges remain scarce and high. Tokay grapes are arriving in good shape and are very plentiful and are now being offered at $5 per case. Large quantities of Ontario and Concord and Niagara grapes are arriving and are being picked up quite briskly at 65 to 70 cents a basket.

FRUITS—		
Lemons, Cal., per case	6 00	7 00
Bananas, per lb.	....	0 15
Peaches	....	3 00
Plums, per case	....	2 00
Cocoanuts, per doz.	....	1 75
Dates, 36 pkgs. to case	....	7 25
Figs, per case	....	4 00
Do., 10-lb. boxes	....	3 50
Oranges—		
200s and smaller	....	12 00
176s	....	11 00
150s	....	10 00
126s	....	9 00

(Continued on page 48)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Oct. 14.—The markets during last week show very few changes. Rolled oats dropped 10 cents per bag. Molasses shows an increase of 10 cents. Native potatoes are selling at $2 per 90-pound bag. In the fruit market the season for Ontario grapes is about over. Gravenstein apples are about done and will be supplanted by the later varieties. It is expected that the opening prices on tomatoes and corn will be announced next week and a drop approximately 10 cents is expected on both lines.

Flour, No. 1 patents, bbl.	....	16 50
Cornmeal, bags	....	5 00
Rolled oats, per bag	....	5 90
Rice, Siam, per 100 lbs.	....	15 75
Tapioca, 100 lbs.	....	17 00
Molasses (extra fancy Barbadoes)	....	1 45
Sugar, standard, granulated	....	19 60
Do., No. 1, yellow	....	18 50
Cheese, Ont., twins	....	0 29
Eggs, fresh, doz.	....	0 65
Lard, compound	....	0 24¼
Lard, pure, lb.	....	0 32½
American clear pork, per bbl.	....	50 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 52
Hams, aver. 9-12 lbs.	....	0 46
Do., aver, 12-18 lbs.	....	0 46
Do., aver. 18-25 lbs.	....	0 44
Roll bacon	....	0 35
Butter, creamery, per lb.	....	0 65
Do., creamery solids	0 61	0 62
Do., dairy, per lb.	0 55	0 56
Do., tubs	0 52	0 53
Raspberies, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 95
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 05
Apples, gal., N.S., doz.	....	5 25
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	11 00
Do., Cohoes	....	16 00
Do., Chums	....	8 00
Evaporated Apples, per lb.	....	0 21
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	2 00
Beans, white	....	5 00
Do., yellow eye	....	8 00
Bananas, lb.	....	0 11½
Lemons, Cal.	....	5 00
Oranges, 100s	....	7 75
Do., 200s	....	9 50
Grapefruit, Cal., case	....	9 00
Apples—		
Gravenstein No. 1	....	7 00
Do., No. 2	....	6 50
Do., Dom.	....	6 00
Do., No. 3	....	4 50
Oats, per bushel	....	1 30

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Oct. 14.—Some staples are holding and others are declining. The markets generally are unsettled. Flour has declined, now quoted at $14.75. Cornmeal granulated is down to $5.50. Compound lard is up ¾ cent per pound. Pork products are higher. Creamery butter is quoted 68 to 70 cents, dairy butter 64 to 66 cents and tub 60 cents. New stock corn has arrived and quotations are lower. Tomatoes are also lower, now quoted $4.20 per case. Potatoes are quoted $3.50.

Flour, No. 1 patents, bbls., Man.	....	14 75
Cornmeal, gran., bags	....	5 50
Do., ordinary	....	4 30
Rolled oats	....	11 75
Rice, Siam, per 100 lbs.	12 00	12 50
Tapioca, 100 lbs.	16 00	17 00
Molasses	1 40	1 50
Sugar—		
Standard, granulated	....	19 60
No. 1, yellow	....	18 50
Cheese, N.B.	0 30	0 31
Eggs, fresh, doz.	0 75	0 80
Do., case	0 68	0 72
Lard, pure, lb.	0 32½	0 32¾
Do., compound	0 24¾	0 25
American clear pork	51 00	53 00
Tomatoes, 2½s, standard, case	....	4 35
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 45	0 50
Butter, creamery, per lb.	0 68	0 70
Do., dairy, per lb.	0 64	0 66
Do., tub	0 58	0 60
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	....	3 60
Tomatoes, 2s, case	....	4 20
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	22 50
Do., Pinks	....	....
Do., Cohoes	15 00	15 50
Do., Chums	....	7 50
Evaporated Apples, per lb.	0 21	0 21½
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per barrel	....	3 50
Lemons, Cal., case	8 00	9 00
Grapefruit, Cal., case	....	8 00
Bananas, per lb.	0 12	0 13
Oranges, case	9 00	12 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Oct. 14.—Flour has dropped 50 cents per barrel. Western pack jams with the exception of strawberry are reduced 70 cents case. One brand of marmalade 4s is down $1 per case. B.C. syrups show reductions of 30 to 40 cents per case. Peamealed back bacon has advanced one cent per pound. Baking soda is up 90 cents per case. Bon Ami is 40 cents per case higher. One brand of package tea dropped 12 cents per pound. One brand of macaroni is quoted lower. Tomatoes 2½s are quoted $4.30 to $4.75. Siam rice has been reduced, now quoted at $11.85 and $12.50. B.C. white beans $7 to $7.50.

Flour, first patents, bbl.	....	13 00
Do., second patents, bbl.	....	13 30
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	4 60
Rice, Siam	11 85	12 50
Japan, No. 1	13 50	14 50
Tapioca, lb.	0 09	0 11½
Sago, lb.	0 09	0 11
Sugar, pure cane, granulated, cwt.	....	20 27
Cheese No. 1, Ont., large	0 32½	0 34
Alberta cheese, twins	....	0 29
Do., large	....	0 31
Butter, creamery, lb.	....	0 63
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s	....	18 60
Eggs, new laid, local case	19 00	20 00
Do., storage, case	18 50	19 00
Tomatoes 2½s, standard, case.	4 35	4 75
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case	4 50	4 75
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case	9 75	10 40
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 19	0 21
Do., 25s, lb.	0 23½	0 24½
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	....	8 50
Prunes, 90-100s	....	0 16
Do., 70-80s	....	0 17½
Potatoes, local, ton	....	40 00

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Oct. 14.—Best eggs are quoted 85 to 90 cents. Best grade butter 62 to 64 cents. Cheese is quoted 31 cents. Lard 29 cents. Beef steer $15 to $18. Lamb $28. Mutton $27. Veal $22. Pork $37 per hundred. Beets and parsnips are quoted at $3 per sack. Carrots $2.50. Onions $2.75. Turnips $2. Potatoes $2 to $2.50. Cabbage 2½ cents per pound. Hot house tomatoes $3.50 crate.

WINNIPEG MARKETS

(Continued from page 47)

New Apples, per box	....	4 00
Pears, per case	5 50	6 00

Ontario Onions Lower

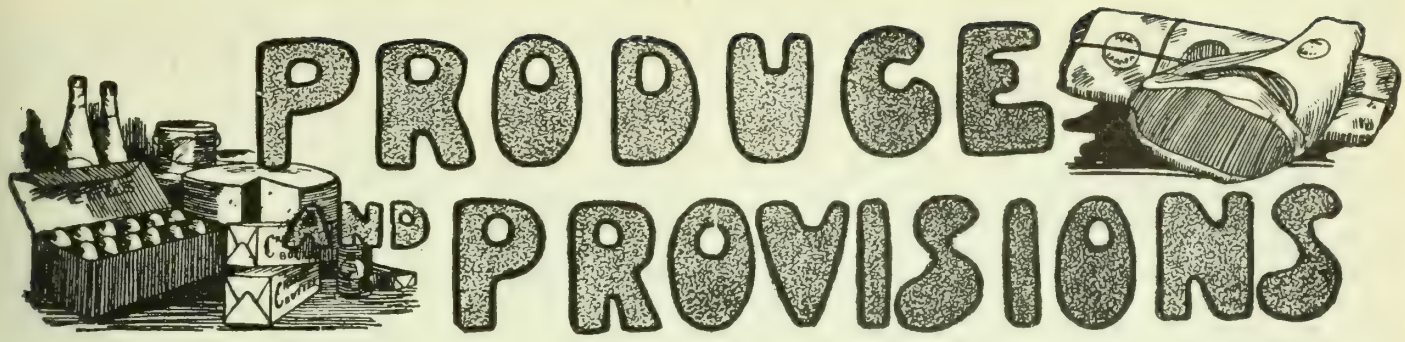
Winnipeg.

VEGETABLES.—The first car of Jersey sweet potatoes packed in hampers has arrived and they are being quoted at $4.50 per hamper. Cranberries of excellent quality are in excellent demand and the price is firm at $16 per barrel. Valencia onions are being quoted at $7.50 while B.C. onions in sacks are from $3.50 to $4. Large supplies of Ontario onions are being offered at a reasonable figure, 3 cents per pound.

Macaroni Reduced

Winnipeg.

MISCELLANEOUS. — Catelli's macaroni declined a cent a pound during the week and is now quoted at $3 for eight ounces and $4.80 for sixteen ounces. Cow brand soda advanced 50 cents per case and is now quoted at $5 to $5.20 according to size. Wethey's mincemeat 31-1's is being quoted at $7.05.



"Meat Slicer Has Paid for Itself Twenty Times Over"

Campbellford Grocer Declares That the Slicer in Her Store Has Meant Increased Sales of Smoked and Cooked Meats—Has an Economic Value.

"MY MEAT slicer has paid for itself twenty times over," Mrs. H. Clegg, Campbellford, Ont., remarked to a representative of Canadian Grocer, on the occasion of a recent visit. The Canadian Grocer man was inquiring as to the value of a slicer in a store, and Mrs. Clegg, who has been conducting this business since the death of her husband some time ago, left no doubt in the mind of the Canadian Grocer representative that a meat slicer has meant increased sales in bacon and ham in her store.

"We have had the slicer a good long while now," she remarked. "We were selling very little in the smoked meats before we installed it. That is why I say it has paid for itself twenty times over. Our sales of meats now aggregate a very much larger turnover, and we are able to give much greater satisfaction. People get bacon and ham a desired thickness, and there is no doubt but a slicer is an incentive to buy one's bacon or ham at the store where you know there is one."

Mrs. Clegg has the slicer situated at the farther end of the counter from the main entrance. Yet it is so located as to attract a good deal of attention, and customers can see the bacon or ham as it is sliced. Mrs. Clegg believes too that a slicer is of economic value, eliminating almost all waste and making the sales of these lines more profitable than otherwise they would be.

Stocking Nipigon With 9,000,000 Fish Says Hon. F. C. Biggs

"We will take about 2,000,000 pounds of fish out of Lake Nipigon, which will be equal to about 1,000,000 fish, and we will replace 9,000,000 in the lake," declared Hon. F. C. Biggs recently. He also stated that there was more spawn placed in the province this year than in any three years previously.

The total number of fry distributed from provincial hatcheries for the season of 1920 was 77,783,360. This includes: Whitefish, 43,335,000; pickerel, 31,030,000; salmon trout, 1,134,000; herring, 920,000; speckled trout, 286,700; black bass, 427,660. Under the heading of whitefish, Lake Erie, in the vicinity of Long Point and Normandale, is recorded with 31,112,000 fish.

The total from the Thurlow hatchery (Dominion) for the 1920 season is 650,000 fish.

A NEW SYRUP

New York, Oct.—A new syrup, made from sweet potatoes, has been discovered, according to an announcement by the bureau of chemistry. It can be produced in large quantities to retail at 50 cents a gallon.

Peanut Crop Greater Than Last Year

Due to long-continued rains in the South, which prevented planting until late in the spring and in some sections necessitated replanting, the new crop of United States peanuts will not be harvested until unusually late this fall. Recent weather conditions, however, except for excess of moisture in some sections, are reported favorable. On July 1 the commercial acreage of the entire country was forecast by the Bureau of crop estimates as 1,221,400, 97 per cent. of the final forecast for 1919. The condition of the crop was so much better, however, that a total crop of 38,691,000 bushels was estimated August 1, as compared with 33,263,000 bushels, the final estimate a year ago. This year the opening price is expected to be several cents lower a pound than was the case last fall.

Retailers Approve of Egg Marketing Act in Saskatchewan

F. E. Raymond, secretary-treasurer of the Saskatchewan branch of the Retail Merchants' Association of Canada, stated recently that the Egg Marketing Act passed at the last session of the Saskatchewan legislature is meeting with the hearty support of the retailers of the province.

"I am still hoping that the Government will see its way clear to so amend the act at the next session that the individual producer will be required to mark his eggs before offering them to the retailer, and this is one of the suggestions that our executive will make to the Government."

"The reason for marking the eggs," explained Mr. Raymond, "is because at the time the retailers buy the eggs from farmers, circumstances render candling impracticable, and the candling has to be done later, if certain eggs are found to be unfit for human food then they have to be re-candled before the farmer who brought them. If there is no mark of identification, the farmer can disclaim all knowledge of those particular eggs."

CANADIAN EGGS IN SCOTLAND

The following extract is taken from the "Trade and Commerce Weekly Bulletin":

"Shipments of eggs from Canada recently have been arriving in splendid condition, and normally are meeting with a very ready market, and, except for the abnormal conditions, should show a good profit."—Trade Commissioner, J. Vernon McKenzie, Glasgow.

Hamilton & Co., Shelburne, Ont., have sold the Shelburne Flour Mills to Samuel Phoenix and William Stewart, who will carry on the business under the firm name of Phoenix and Stewart.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Oct. 15.—There has been a change in the fresh meat market this week. The supply of pork and beef is better and in both cases lower prices result. There is a decline of one cent a pound on butter due to smaller export demand. The cheese market shows weakening conditions. The fresh fish market is in splendid supply. The oyster season has opened. Bacon prices are in some cases lower and smoked hams are much easier. The demand for cooked meats is falling off and easier prices in one or two lines are quoted. The egg market appears to be holding firm at prices quoted with a good local demand although exportation has been affected by the exchange market.

Lower Prices on Beef

Montreal.

FRESH MEATS.—The hog market this week shows a general weakness throughout the country. Montreal prices have declined ¾ cent per pound. This weakness is due to a larger offering on the market with perhaps poorer qualities than what has been demanded. The beef market, too, shows weakness with lower prices throughout. The improved supply which has been looked for for some time has begun to show itself, and lower prices are offered for cattle on the hoof and also beef cuts are reduced in price. The most noticeable decline comes in the cheaper cuts of meat.

FRESH MEATS

Hogs, live (selects)	0 20	0 21
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 30	0 31
Fresh Pork—		
Legs of pork (foot on)	0 36	0 37½
Loins (trimmed)	....	0 42
Bone trimmings	....	0 33
Trimmed shoulders	0 31	0 34
Untrimmed	....	0 29
Pork sausage (pure)	....	0 25
Farmer Sausage	....	0 20
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18

Fresh Beef

(Cows)			(Steers)
$0 20	$0 28	..Hind quarters..	$0 25 $0 33
0 10	0 14	..Front quarters..	0 10 0 17
0 28	0 40	..... Loins	0 35 0 45
0 18	0 28	..... Ribs	0 18 0 32
0 10	0 14	.... Chucks	0 10 0 17
0 26	0 30	..... Hips	0 28 0 32
Calves (as to grade)			0 18 0 30

Smoked Hams Cheaper

Montreal.

SMOKED MEATS.—There is a weaker undertone for the market on smoked hams. Lower prices are quoted throughout and in some cases bacon prices are slightly lower. Cottage rolls in particular are reduced 3 cents per pound. The decline is accredited to the falling off in demand for these meats at this time of the year.

BACON—		
Breakfast, best	0 38	0 47
Smoked Breakfast	03 0	0 47
Cottage Rolls	....	0 35
Picnic Hams	....	0 28
Wiltshire	0 41	0 49½
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 40½
Do., 14-20	....	0 40½
Do., 20-25	....	0 35½
Do., 25-35	....	0 30½
Over 35 lbs	....	0 30

Cooked Meats Easier

Montreal.

COOKED MEATS.—Lower prices in some lines of cooked meats are quoted this week. The falling off in demand for cooked meats with the cooler weather has had a noticeable effect. Jellied pork tongues are quoted 2 cents a pound lower and there is a noticeable decline in the price of cooked hams. On the other hand the range of prices for some lines remain firm as the cost of preparing is still high.

Jellied pork tongues	....	0 45
Jellied pressed beef, lb.	....	0 36
Ham and tongue, lb.	....	0 42
Veal	....	0 35
Hams, cooked	0 61	0 68
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Barrelled Meats Unchanged

Montreal.

BARRELLED MEATS.—There is no change in the market for barrelled meats this week. The demand is not very large as exportation has been cut off to a great extent lately on account of the exchange. The prices remain firm and unchanged this week.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	....	58 00
Clear fat backs (bbl.), 40-50 pieces	....	49 00
Heavy mess pork (bbl.)	....	39 00
Plate Beef	....	25 00
Mess Beef	....	23 00

Butter Market is Weaker

Montreal.

BUTTER.—The butter market shows weaker tendencies this week with a decline of from 1 to 1½ cents per pound. It is stated that there are prospects that the prices will go still lower in the near future unless some outside demand develops to relieve the surplus stock. The demand for exportation to Europe has been to some extent curtailed of late on account of the exchange situation. This, however, is expected to be relieved as there is a demand in those countries for butter and their prices are very strong and show every tendency to be upward.

BUTTER—		
Creamery prints, qual., new	....	0 60
Do., solids, quality, new	....	0 59
Dairy, in tubs, choice	....	0 51
Do., prints	....	0 52

Egg Prices Hold Firm

Montreal.

EGGS.—There is no change in the egg market this week. The dealers report a very good movement in eggs although the export market has been affected by the exchange rates. The prices are holding very firm and the drain is commencing on storage supplies. The demand for strictly fresh eggs, although high in price, is surprisingly large.

EGGS—		
Strictly fresh	....	0 75
Selects	....	0 68
No. 1	....	0 60

Lard Market Firm

Montreal.

LARD.—Despite the easier feeling on the pork market the lard market retains its strength with a good demand. There is no change in the prices which have advanced during the last two weeks and prices seem to be very firm at the advanced level.

LARD—		
Tierces, 360 lbs.	0 27	0 27¼
Tubs, 60 lbs.	0 27½	0 27¾
Pails, 20 lbs.	....	0 28
Bricks	0 29½	0 30

Shortening Unchanged

Montreal.

SHORTENING.—The shortening market retains its strength with the strength of the lard market. There is no change in the prices quoted on shortening.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 25¼
Tubs, 50 lbs., per lb.	0 25½
Pails, 20 lbs., per lb.	0 26
Bricks, 1 lb., per lb.	0 27

Large Stocks of Cheese

Montreal.

CHEESE.—There is no change in the cheese market this week. English importers are not prepared to pay the high prices asked on this side of the Atlantic and exportation is consequently not large. The cheese market of late has not been overly strong and the tendency on account of the collecting spot stocks is to be downwards. Local prices are unchanged.

CHEESE—		
New, large, per lb.	....	0 28
Twins, per lb.	....	0 28
Triplets, per lb.	....	0 28
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	0 34	0 35
Quebec	0 28	0 29

Margarine Market Quiet

Montreal.

MARGARINE. — The margarine market this week continues with little or no demand, and with the weakening of the butter market shows even poorer conditions for margarine. Prices are unchanged.

Good Supply of Fish

Montreal.

FRESH FISH.—There is no change this week in the price on fresh fish. The market is in a very good condition and supplies are stated to be arriving freely. Fresh halibut is in good supply and haddock, cod, lake trout, doree, white fish and pike are also in good supply. The oyster market is opening up with very good supplies arriving in bulk. Bulk oysters No. 1 in cans are offered at $3 and No. 3 cans, standard, at $8.75.

FRESH FISH

Haddock	....	0 08
Steak cod	0 10	0 11
Market cod	....	0 07
Mackerel	....	0 16
Flounders	....	0 10
Live Lobsters	....	0 60
Salmon Cohoes	0 25	0 30
Shad	....	0 18
Gaspé salmon	....	0 40
Halibut	....	0 26
Gaspereaux, each	....	0 05
Whitefish	....	0 20
Lake Trout	....	0 21
Brook trout	....	0 50
Pike (dressed)	....	0 15
Perch	....	0 15
Fresh eels, per lb.	....	0 13
Fresh herrings, each	0 03	0 05
Doree	....	0 20
Fresh Herrings	....	0 06

FROZEN FISH

Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	....	0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	....	0 13
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon Dr., Spring	....	0 33
Salmon, Cohoes, round	....	0 25
Salmon, Qualla, hd. and dd.	....	0 13
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	0 06	0 07
B.C. Red Salmon	....	0 23

SALTED FISH

Codfish, large, bbls., 200 lbs.	....	16 00
Sardines, half barrel	....	5 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 50
Boneless cod (20), per lb.	0 16	0 20

SMOKED

Finnan Haddie, 15-lb. box.	....	0 14
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35

ONTARIO MARKETS

TORONTO, Oct. 15.—The live stock market is easy with lower quotations on some pork cuts. Beef cuts are also reduced. Smoked hams and bacon are generally unchanged. Rolled bacon is up one cent. Fat backs are down three cents per pound. The egg market is fairly steady with no change in quotations. The butter market is holding steady with practically no change in quotations. Cheese is slightly easier with a slight reduction in quotations. Lard and shortening is firm with quotations marked higher. Receipts of poultry are moderate and prices have all been reduced, the quality has not sufficiently improved for storage purposes.

Fresh Meats Easy

Toronto.

FRESH MEATS.—The live stock market generally has somewhat receded during the week. Live hogs are down $1 per hundred. Fresh pork loins are down ½ cent., bringing the price to 46 cents per pound. Tenderloins are up 1 cent., now being quoted 65 cents per pound. Fresh hams are marked 1 cent lower. Some beef cuts are reduced 1 cent per pound. Lamb, mutton and calves are easy but quotations are unchanged.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live, off cars, per cwt.	....	20 50
Live, fed and watered, per cwt.	....	20 25
Live, f.o.b., per cwt.	....	19 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 39
Loins of pork, lb.	....	0 46
Fresh hams, lb.	....	0 40
Tenderloins, lb.	....	0 65
Spare ribs, lb.	....	0 20
Picnics, lb.	....	0 28
New York shoulders, lb.	....	0 34½
Boston butts, lb.	....	0 40
Montreal shoulders, lb.	....	0 34
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 23	0 25
Front quarters, lb.	0 13	0 15
Ribs, lb.	0 27	0 33
Chucks, lb.	0 12	0 14
Loins, whole, lb.	0 29	0 35
Hips, lb.	0 20	0 23
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 26	0 30
Spring lamb, lb.	0 24	0 26
Yearling, lamb, lb.	0 19	0 23
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

Fat Backs Down Three Cents

Toronto.

PROVISIONS.—With the exception of rolled bacon, smoked bacon and hams are unchanged. Rolled bacon advanced 1 cent per pound during the week. Fat backs are down 3 cents, now quoted 24 cents. Long clear bacon, lightweight, is up 1 cent, bringing the price to 30 cents per pound.

Hams—		
Small, 6 to 12 lbs.	0 48½	0 50
Medium, 12 to 20 lbs.	0 47½	0 48½
Large, 20 to 35 lbs., each lb.	....	0 43½
Heavy, 25 to 35 lbs.	....	0 38½
Heavy, 35 lbs. and upwards	....	0 35½
Backs—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Rolled	0 67	0 70
Bacon—		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 57
Breakfast, special trim	....	0 62
Roll, per lb.	0 36	0 39
Wiltshire (smoked sides), lb.	....	0 42
Wiltshire, three-quarter cut	0 44	0 46
Wiltshire, middle	....	0 48
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 30
Do., av. 80-90 lbs.	....	0 28
Clear bellies, 15-30 lbs.	....	0 31½
Fat backs, 10 to 12 lbs.	....	0 24
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	39 00
Short cut backs, bbl., 200 lbs.	....	56 50
Pickled rolls, bbl. 200 lbs.:—		
Lightweight	....	66 00
Heavy	....	60 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Unchanged

Toronto.

COOKED MEATS.—Cooked meats are holding steady and unchanged under a quiet demand.

Boiled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	....	0 64
Head cheese, 6s, lb.	....	0 17
Choice jellied ox tongue, lb.	....	0 66
Jellied calves tongue	....	0 52
Ham bologna, lb.	....	0 20
Large bologna, lb.	0 17	0 18
Spice beef, lb.	....	0 32

Above prices subject to daily fluctuations of the market.

Egg Prices Hold

Toronto.

EGGS.—Prices on eggs to the trade are unchanged. A few storage are being packed for export and some are moving out for local consumption but the movement out of storage is not heavy. Export business is reported dull, only a few cars going forward on consignment.

EGGS—		
Fresh, selects	....	0 69
No. 1 candled	....	0 61
Fresh selects in cartons	....	0 72

Prices shown are subject to daily fluctuations of the market.

Butter Market Steady

Toronto.

BUTTER.—The butter market is steady with practically no change in quotations during the week from those of the previous week. There seems to be a surplus of lower grades with barely enough better grade being offered to supply the demand. It has been intimated in some quarters that prices would be easier within the next week.

BUTTER—		
Creamery, prints	0 60	0 63
Dairy prints, fresh, lb.	0 53	0 58

Cheese Slightly Easier

Toronto.

CHEESE.—The cheese market has an easier tone. Large cheese are quoted at 29 cents per pound which is a reduction of ½ cent from the previous week.

CHEESE—		
Large, per lb.	....	0 29

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Lard Prices Up One Cent

Toronto.

LARD.—The lard market is firmer with quotations marked up 1 cent per pound. One pound prints are now quoted 32 cents per pound, and on the tierce basis 39½ cents.

LARD—		
1-lb. prints	....	0 32
Tierces, 400 lbs.	....	0 39½

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c

Shortening Market Higher

Toronto.

SHORTENING—There is a rise in the price of shortening since last week. One-lb. prints are 1¼ cents higher and tierces have risen to the same extent.

SHORTENING—		
1-lb. prints	....	0 27¼
Tierces, 400 lbs.	....	0 23¾

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Margarine Quiet

Toronto.

MARGARINE.—There is a limited demand for margarine, in fact produce men report that the demand has fallen off considerably during the past month. Quotations however are unchanged.

MARGARINE—		
1-lb. prints, No. 1	....	0 37
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	0 33	0 35

Fish Prices Maintained

Toronto.

FISH.—There is nothing of interest to report in the fish market this week. Quotations are unchanged under a fair demand.

FRESH SEA FISH.		
Cod Steak, lb.	....	0 12
Do., market, lb.	....	0 09
Haddock, heads off, lb.	....	..
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	0 10	0 11
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20
Fresh Salmon, Red Spring	.....	0 30
Oysters—		
No. 1 tins	....	4 20
No. 3 tins	....	12 30
No. 5 tins	....	20 00
Glass jars, doz.	....	6 50

FROZEN FISH		
Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 11½
Flounders	0 10	0 11
Pike, round	....	0 08
Do., headless and dressed	....	0 09
Salmon, Cohoe	....	0 23
Do., Red Spring	....	0 28
Sea Herring	0 07½	0 08
SMOKED FISH		
Haddies, lb.	....	0 13
Fillets, lb.	....	0 18
Kippers, box	2 25	2 75
Bloaters	....	3 00
Salt Cod, Quail-on-Toast, lb.	....	0 16
PICKLED FISH		
Labrador Herrings, kegs 100 lbs.	....	6 50

Poultry Market Lower

Toronto.

POULTRY.—Receipts of poultry are moderate and prices have all been reduced. Storage operations have not yet commenced to any extent, only a few broilers being put away. Dealers state that the quality has not sufficiently improved for storage purposes.

Prices paid by commission men at Toronto:	Live	Dressed
Turkeys	$0 40	$0 50
Roosters	0 20	0 25
Fowl, over 5 lbs.	0 27	0 27
Fowl, 4 to 5 lbs.	0 25	0 25
Fowl, under 4 lbs.	0 20	0 20
Ducklings	0 25	0 30
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 25	0 30

Prices quoted to retail trade		Dressed
Hens, heavy	0 30	0 33
Do., light	0 28	0 30
Chickens, spring	....	0 40
Ducklings	....	0 40
Jellied Beef Tongue, lb.	....	0 68
Jellied Pork Tongue, lb.	....	0 61½
Baked Luncheon Loaf, lb.	....	0 24

Butter Market Steady

Winnipeg.

BUTTER.—The butter is holding steady with a tendency for higher prices. Fresh supplies of dairy butter are arriving and prices remain unchanged.

Creamery, best table grade	....	0 64
Dairy Butter, best table grade	....	0 57
Margarine	0 37	0 39

Cheese Market Unchanged

Winnipeg.

CHEESE.—Cheese is expected to be scarce as some of the Manitoba cheese factories have had to close down on account of scarcity of milk. September cheese made this fall is expected to be scarce. Ontario cheese is very plentiful but the demand is very light.

Ontario, large, per lb.	....	0 32
Do., twins, per lb.	....	0 32½
Manitoba, large, per lb.	....	0 30
Do., twins, per lb.	....	0 31

Eggs Decline

Winnipeg.

EGGS.—Eggs declined two cents a dozen during the week. Good supplies are arriving but the quality is not up to the standard. Fresh farm eggs are quoted at 63 cents per dozen and fresh candled at 58 cents per dozen.

WINNIPEG MARKETS

WINNIPEG, Oct. 15.—The hog market during the week has shown a decidedly weaker tone, selected hogs being offered at $19.00 to $19.50 per hundredweight. Ham and bacon remain steady with prices unchanged. Cooked meat sales have been fairly good for this time of the year. Creamery butter remains firm. Shortening advanced ½ cent per pound. Good supply of Ontario cheese is arriving. Live lobsters as well as boiled crabs are being offered to the trade. Poultry supplies have been very good, and demand very active. Turkeys, however, are very scarc.

Hog Market Lower

Winnipeg.

HOGS.—The hog market during the week has shown a slightly weaker tone, packers bidding $19.00 to $19.50 for selected hogs. Pork loins and shoulders declined two cents a pound. Fresh beef is much easier.

HOGS—		
Selected, live, cwt.	....	19 50
Heavy, cwt.	....	16 50
Light, cwt.	....	17 00
Sows, cwt.	....	14 50
Fresh Pork—		
Legs of pork, up to 20 lbs., lb.	....	0 39½
Spare ribs, lb.	0 18½	0 20½
Loins of pork, lb.	0 45	0 47
Fresh hams, lb.	0 39	0 40½
Tenderloin, lb.	....	0 57½
Picnics, lb.	....	0 28
Shoulders, lb.	....	0 33
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 11	0 28
Front quarters, lb.	0 10	0 13
Whole carcass, good grade, lb.	0 11	0 20
Mutton—		
Choice ewes, lb.	....	0 17
Lambs—		
Choice, 30-45 lbs., lb.	....	0 25

Ham and Bacon Steady

Winnipeg.

PROVISIONS.—No change in price of either ham or bacon. The demand is improving.

HAMS—		
8 to 16 lbs., per lb.	....	0 51
16 to 20 lbs., per lb.	....	0 46½
Boneless, 8 to 15 lbs., per lb.	....	0 52½
Skinned, 14 to 18 lbs., per lb.	....	0 49
Do., 18 to 22 lbs., per lb.	....	0 48
BACON—		
Backs, 5 to 12 lbs., smoked	....	0 64
Do., 12 to 16 lbs., smoked	....	0 62
Do., 10 to 14 lbs., skinned and peamealed	....	0 59½
Do., 4 to 10 lbs., sliced	....	0 61½
Cottage rolls, boneless	....	0 41½

Cooked Meats Unchanged

Winnipeg.

COOKED MEATS. — The sale of cooked meats has been exceptionally good for this time of the year. Quotations remain unchanged.

Ham, best quality, skinned, lb.	0 69½	0 70
Do., roast, lb.	0 67½	0 69
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins	....	0 21
Do., in 6-lb. tins, lb.	....	0 19

Shortening Up Half Cent

Winnipeg.

SHORTENING.—Shortening advanced ½ cent a pound and is now being quoted at 23½ cents per pound in tierces of 400 pounds. Lard remains unchanged.

Pure lard, No. 1 quality, per lb. (in tierces of 400 pounds.)	....	0 30
Do., wooden pails, 20-lb. pails	....	6 50
Shortening, wooden pails, 20-lb. pails, per pail	....	5 30
lb.	....	0 23½
Shortening, tierces of 400 lbs., per		

Live Lobsters Arrive

Winnipeg.

FISH.—Live lobsters are arriving and are being offered to the trade at 90 cents a pound. Boiled crabs are bringing 25 cents a pound with crab meat at $7 per gallon. Bulk oysters are being offered at $5 per gallon with a possibility of lower prices in the very near future. Other lines of fresh fish are reported plentiful and in good demand.

FRESH FISH		
Fresh Whitefish, per lb.	....	0 16
Fresh Halibut, per lb.	....	0 22
Fresh Salmon, per lb.	....	0 34
Fresh Pickerel, per lb.	....	0 15
Fresh Trout, per lb.	....	0 22

Poultry Arriving Freely

Winnipeg.

POULTRY.—Supplies of poultry are arriving freely and the demand is fairly active. Turkeys are very scarce and what are procurable are very light weight. Quotations are as follows:

Fowl, dressed, per lb.	....	0 35
Chicken dressed, lb.	....	0 45
Roosters, dressed, lb.	....	0 30

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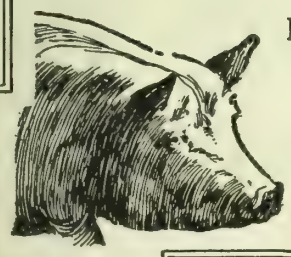
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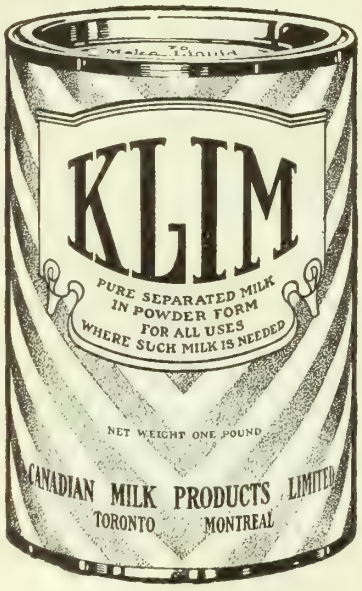
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Its Superior Strength and Greater Economy have made it a favorite with Canadian Housewives.

Order a stock of "Cow Brand" to-day.

Church & Dwight, Ltd.
MONTREAL

Mr. Dealer:—"People are eating sausage again"

With the hot weather over no doubt you will notice an increased demand for sausage. We have sausage which will suit every class of trade and every purse.

Gunns Pon-Honor Sausage, in 1 lb. cartons.
Oxford Sausage, small casings, 1 lb. bunches in parchment.
Oxford Sausage, large casings, 1 lb. bunches in parchment.
Gunns Brand Sausage, small casings.
Gunns Brand Sausage, large casings.
Camp Sausage, small casings.
Camp Sausage, large casings
Little Pig Sausage, extra small casings.



Pon-Honor Brand—a good seller

Place a standing order with us and be sure of your supply.

Phone Junction 3400

Gunns LIMITED

West Toronto

MARIGOLD



MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec



For Hallowe'en Parties Suggest Junket

MADE *with* MILK

A delicious, economical dessert — highly nutritious and one that can be quickly prepared into a great variety of dainty, wholesome dishes. Greatly appreciated by the kiddies as a fitting climax to an enjoyable luncheon at Hallowe'en and other parties.

Sold in a 10-tablet package retailing at 15c.

JUNKET POWDER

NESNAH

A junket in powdered form. It is a short route to quickly-made desserts. Retails at a profitable margin—15c per package. Put up in attractive packages and in four different flavors.



Chr. Hansen's
Canadian Laboratory
Toronto, Canada

SELLING AGENTS FOR CANADA:
LOGGIE, SONS & CO.
32 FRONT ST. WEST, TORONTO

ESTABLISHED 150 YEARS

1770. **1920.**

By Royal Appointment.

DAY & MARTIN, LTD.

The House with a History.

In recommending Day & Martin's Wax Shoe Polish, in the Tin with the "Tab," you may be sure that you are offering a polish which has just the points that give satisfaction to your customers, and make them regular users.

1. It responds instantly to the polishing brush.
2. The shine is bright and dense.
3. The DAY & MARTIN shine remains bright beneath the day's dust, so that a flick and rub with a cloth restores the brightness, without any further immediate application.
4. It is waterproof, and throws off the raindrops like a "duck's back."
5. Only the highest grade Waxes and Pure Turpentine are used in its manufacture.
6. It is so thoroughly British.
7. The "temper-saving" Tin, can be opened at once by means of the simple "Tab" device.

Here is the Tin.
The Tin with the "Tab."



Sell your customers Day & Martin's Wax Shoe Polish, and you will still further add to your reputation for always supplying the Right goods.

Prices and samples on application to:—
DAY & MARTIN'S Agents throughout the Dominion,

HARGREAVES (CANADA) LTD.,
24, Wellington Street West,
TORONTO.

Winnipeg Vancouver

BAGS

AND COTTON LINERS



The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners —in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

E. PULLAN

6 Maud Street, Toronto

NON-PAREIL

BRAND

Announcement

We beg to advise the Wholesale Grocers of Toronto, Hamilton, and St. Catharines, that we have appointed Mr. J. K. McLauchlan, 45 Front St. E., Toronto, as our agent covering above territory since the death of our former representative, Mr. T. M. Sibbald.

Mr. McLauchlan will carry a stock of our goods in his Toronto warehouse, for spot delivery, as well as sell in straight car lots, of Rolled Oats, Rolled Wheat, Standard Oatmeal, Cornmeal, etc.

The Parkinson Cereal Co.
Thornbury, Ont.

N. B.

Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG



O.P.W. Jas-per-lac STRAW HAT STAIN

SPRING IS COMING

and our advertising and your customers' judgment will lead them to Jas-per-lac Straw Hat Stain. The results will bring them and others back.

For 25c this year's hat can be made new next Spring. Jas-per-lac is a self-seller. Get to know about it to-day.

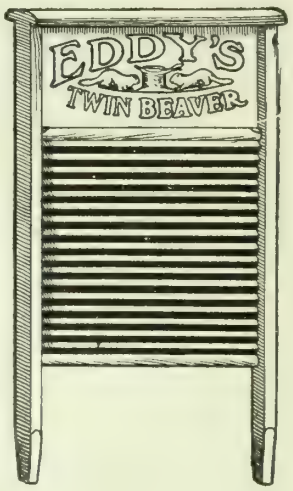
Ottawa Paint Works, Limited
OTTAWA, ONT.

Two Reasons Why Eddy Products Are Easy To Sell!



1. **Quality.**—The public know that the name Eddy is a definite assurance of value for money. And Eddy quality always lives up to the Eddy reputation.
2. **Publicity** — Constant consumer advertising develops the demand and makes every Eddy display resultful.

Always have a good supply of Eddy's Matches and Eddy's Indurated Fibreware on hand. And let your customers know you handle and recommend these justly famous products.



The E. B. EDDY CO., Limited
HULL - CANADA

SEASON 1920

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our "OLD ENGLISH XMAS PUDDINGS, AND MINCEMEAT," packed in tins and basins.

SILVER MEDAL CREAM STILTON CHEESE

Agent for Plum Puddings and Mincemeat:
ANDREW PATTISON, 224, St. James St., Room 24 MONTREAL

Agent for Stiltons:
A. C. CHAPMAN, 93, Durocher St. MONTREAL

TUXFORD & NEPHEWS, Melton Mowbray, ENGLAND



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East. Winnipeg

Sankey & Mason, 839 Beatty Street Vancouver.

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.
OWEN SOUND - - ONTARIO

SHOW CASES



STORE FITTINGS

MERCHANTS

ONTARIO AND QUEBEC PROVINCES

Are you in need of up-to-date Store Fixtures, Showcases, Counters, etc.? We can supply anything you need in above line. Satisfaction guaranteed. Write us.

MESSRS. CLEMENT MEUNIER & CIE

Maison Francaise Fondee en 1913 **190 Boulevard Pie IX, Montreal**

TS MFG LTD.

15 Big Sellers

For the Fall and Winter Trade

Pickled Onions	Pickled Beets	Pickled Red Cabbage
Chow Chow	French Mustard	Worcester Sauce
Corn Chowder	Essences	Marmalades
Confectionery Supplies	Fruit Juices	Florida Waters
Liquid Soaps	Glycerine Soaps	Bay Rum, Etc.

All Lines Guaranteed and Show Big Profits

Represented by

C. D. Koppell, Wolfville, N.S. T. Ashmore Kidd, Kingston, Ont.
Chadwick & Co., Toronto, Ont.

TRADE SUNDRIES MFG. LTD.

232 Clarke St., MONTREAL



The CROWN *Trade-Mark*

on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

We now Book orders for Xmas Clear Toys. Packed in wooden boxes 10 lbs. each.

S. & M.

The Cream of all Chocolates.

Write us for Prices and Discounts.

Sole Canadian Distributors:

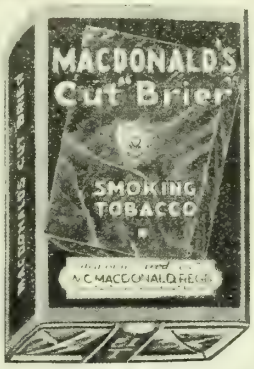
Dominion Confectioners Limited

229 Notre Dame West, Montreal

Our Agents:

Samuels, Carney & Dickie Ltd. Halifax, N.S.
Chadwick & Co. Toronto, Ont.
L. Edward Whittaker St. John, N.B.
H. H. Beer Summerside, P.E.I.

"The Tobacco with a heart"





Quality was the foundation of Macdonald's in 1858.
And that same old quality is still to be found in Cut "Brier" and "British Consols."

Manufactured by
W. C. MACDONALD, REGD.,
INCORPORATED
MONTREAL



W. C. MACDONALD REGD.
INCORPORATED
MONTREAL

Her "look" registers in your cash-drawer



Put Gold Dust packages where your customers can see them.

Our advertising puts Gold Dust in a woman's mind. Then it is up to you to display it on your shelves and she will buy.

The demand for this "Made in Canada" product grows every day because of our widespread advertising.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

Superior
BRAND



Cash in on the **Fall demand** for Macaroni by featuring Superior Brand in your displays.

MACARONI

Why every live, aggressive grocer should stock

Superior Macaroni

1st It is hygienically made from the finest, Canadian grown, hard wheat by modern machinery in an up-to-date plant.
2nd It is prepared and dried under the supervision of **Italian Macaroni experts.**
3rd **It will not sour** and its superior, wholesome flavor always wins repeat orders.
4th It is more economical as well as more digestible than meat and possesses, pound for pound, more food value.
5th It offers a real good profit margin.

The Superior Macaroni Co., Ltd., Toronto

Sole Selling Agents:

Sainsbury Brothers

Toronto Winnipeg Montreal Halifax

You'll never find dust accumulating on the shelves where you keep DEL MONTE Products — they move too fast.

—and the more DEL MONTE varieties you carry the faster they move, because the goodness of every one helps you sell more of all the others.

Over a hundred delicious varieties



Do You Sell Mellow

"MELLOW"
TRADE MARK
FOOD PRODUCTS

Looms Large
in the Housewife's Estimation
for Lemon Pies



Makes Delicious
Lemon Pies

Order Now
From Any Wholesaler

Mellow Food Products
146 Garnier Street
MONTREAL



If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you

DOMINION SALT CO., Limited, SARNIA, Canada

Manufacturers and Shippers



NORWEGIAN

SARDINES

IN OLIVE OIL

A Moderate Priced Sardine

—that will ensure you a profitable margin. Crown Brand Sardines possess a nice flavor, yet are sold at a price to meet the average wife's purse.

Display your stock of Crown Brand Sardines prominently. Ask your customers to try them.

Your wholesaler can supply you

Canadian Agents

John W. Bickle & Greening

HAMILTON, ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$3 00
Reindeer Brand, small, each 48 cans	9 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario

Wheatgold Breakfast Cereal

Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50
5-lb. tins, 1 doz. in case	7 15

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

Boxes	
40-lb. Canada Laundry	$0 10¾
100-lb. kegs, No. 1 white	0 11¼
200-lb. bbls., No. 1 white	0 11¼
40-lb. Edwardsburg Silver Gloss, 1-lb. chrome pkgs.	0 12¾
40 lbs., Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	5 00

Culinary Starch

4 lbs., W. T. Benson & Co.'s (Prices in Maritime Provinces 10c per case higher.)	
Challenge Corn	0 11
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. (20-lb. boxes ¼c higher, except potato flour.)	0 14

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 12½
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 11
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 11
40 lbs. Argo Corn Starch, 1 lb. packages	0 11
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 14

(20-lb. boxes ¼c higher, except Potato Flour)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	6 00
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55
20-lb. tins, ¼ doz. in case	6 00
Celebrated Prepared	0 13½
40-lbs. Canada Pure or Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	$6 00
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55

(5, 10 and 20-lb. tins have wire handles.)

GELATIN

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

MAGOR, SON & CO., LTD.

INFANTS' FOOD

	Doz.
Robinson's Patent Barley—	
1-lb.	
½ lb.	
Robinson's Patent Groats—	
1-lb.	
½-lb.	

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.C.F., 1-lb.	
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25
	Doz.
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1 2(
Bobs, 12s	1 18
Currency, 12s	1 18
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 34
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

THE SALE EXCEEDS THAT OF ANY OTHER TEA ON THE AMERICAN CONTINENT SOLELY BECAUSE ITS UNIQUE QUALITIES PLEASE THE PUBLIC TO AN EVERGROWING DEGREE.

Branch Offices also at

WINNIPEG
NEW YORK
CHICAGO
PITTSBURG
PHILADELPHIA
BUFFALO
DETROIT
LOS ANGELES
SAN FRANCISCO

And Agencies Throughout S. AMERICA and the WEST INDIES



SALADA BUILDING, TORONTO

THREE LARGEST TEA WAREHOUSES IN THE WORLD

To serve the public well is to merit their absolute confidence. Wherever SALADA is sold —Canada, United States, South America, Europe, or Africa — the QUALITY is the same and *satisfaction* to the consumer assured.

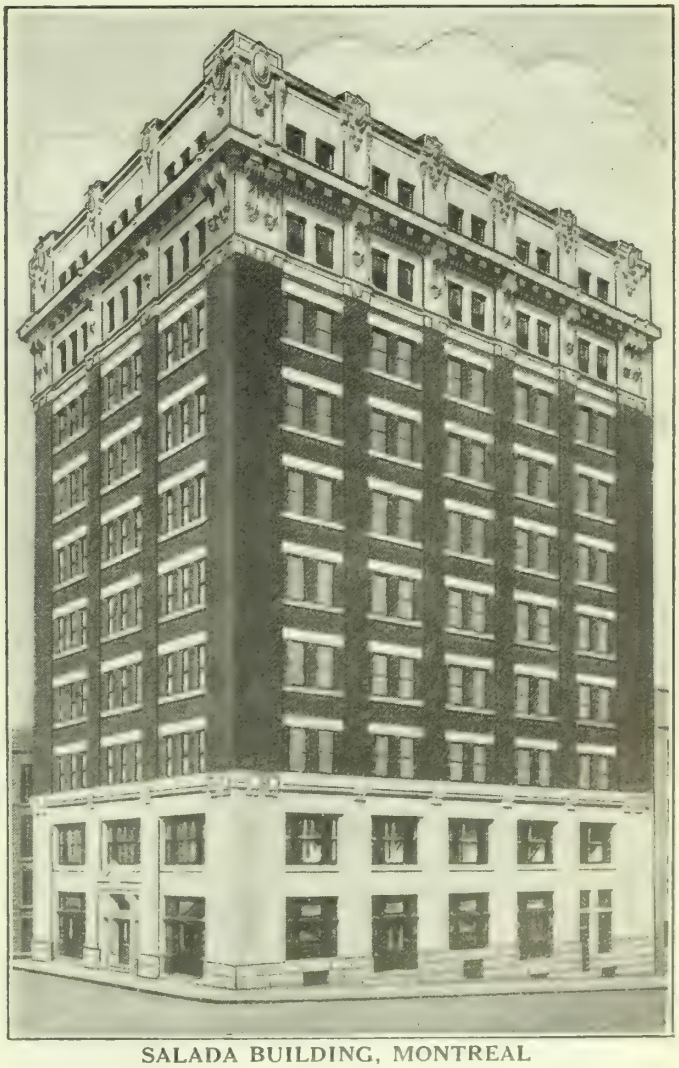
"SALADA"

"The Queen of Teas"

"SALADA"



SALADA BUILDING, BOSTON



SALADA BUILDING, MONTREAL

Nuts in Shell

We are now offering a complete stock of Nuts for the Fall Trade

Grenoble and Marbot Walnuts

Brazil Nuts Large, Washed and Mediums

Filberts **Pecans**

Tarragona Almonds

Peanuts **Cocoanuts**

Our prices are attractive and recommend buying at present levels.

WHITE & CO., LTD.

TORONTO

Wholesale Fruits, Nuts, Dates and Wholesale Fish Dealers

FRESH ARRIVALS DAILY

OF ALL VARIETIES OF

Domestic Fruits and Vegetables

Best Varieties of

FREESTONE PEACHES

NOW COMING

ORANGES, BANANAS, LEMONS

CALIFORNIA BARTLETT PEARS

AND MALAGA GRAPES

THE HOUSE OF QUALITY

Hugh Walker & Son,

LIMITED

GUELPH *Established 1861* ONTARIO

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE
COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 36
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case. lb.	0 45
Chocolate Ginger. 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box	0 95
Victory Bars, 24 in box, 60 boxes in case, per box	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes	....
6c pyramid packages, 4 doz. in box	....
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.
The Waxtite Line

Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, LTD.
14 Bleury St., Montreal.

XXX Self-Rising Flour, 6 lbs. packages, doz.	$6 30
Do., 3 lbs.	3 20
Superb Self-Rising Flour, 6 lbs.	6 10
Do., 3 lbs.	3 10
Crescent Self-Raising Flour, 6 lbs.	6 20
Do., 3 lbs.	3 15
Perfection Rolled Oats (55 oz)	3 00
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz.	1 60

To get business you must go after it. Others do it through this paper —why not YOU?

APPLES APPLES

Best Varieties Ontario Winter Apples

Get in touch with us before buying your winter supply. We will be pleased to quote prices on carloads or smaller quantities.

DOMESTIC VEGETABLES

POTATOES ONIONS CARROTS BEETS TURNIPS CABBAGE PARSNIPS

Well-matured stock for winter storage. We have interesting prices.

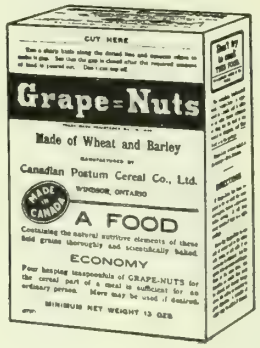
PETERS, DUNCAN LIMITED

88 Front St. E., TORONTO

Branches: NORTH BAY SUDBURY COBALT TIMMINS

When a Customer Calls for

Grape-Nuts



he wants Grape-Nuts.

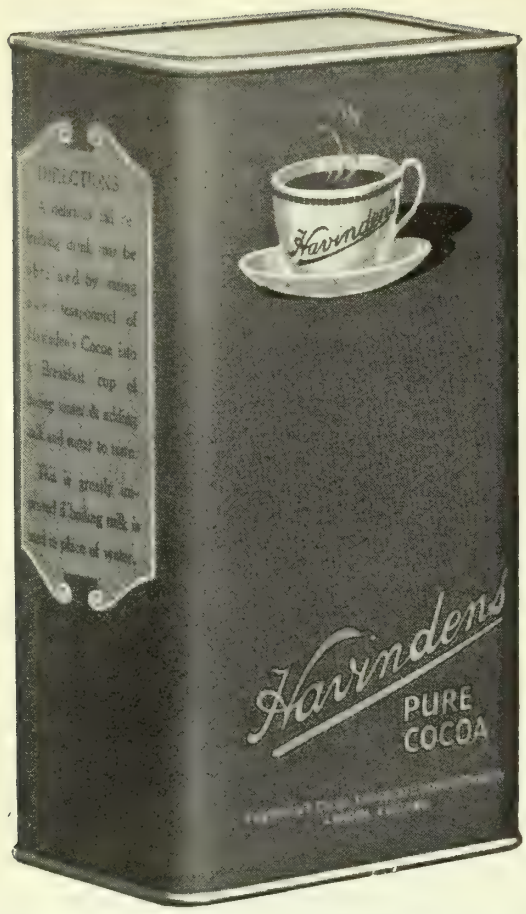
No other cereal like it. No other can take its place with the regular user.

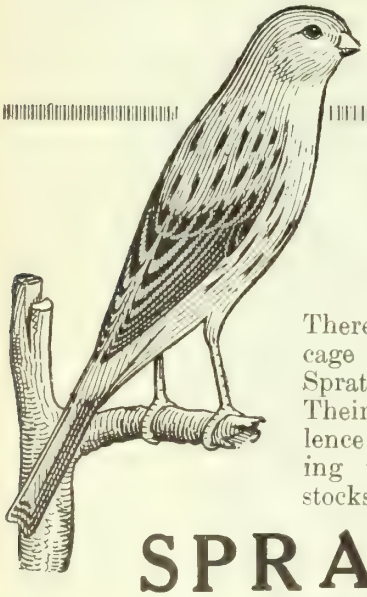
Each year finds many more of these regular users in your locality. So keep well stocked.

Sales are sure, and profits are generous.

"There's a Reason"

Canadian Postum Cereal Co., Ltd., - Windsor, Ont.





Quality Seeds Perfectly Blended

There's health and song for the cage bird in every packet of Spratt's Mixed Bird Seeds. Their many points of excellence mean a steadily increasing trade for the store that stocks them.

SPRATT'S
MIXED
BIRD SEEDS

Sold only in 17-oz. Packets

Supplies may be obtained promptly from
F. W. KENDRICK & CO. 31 Carter Cotton Buildings, Vancouver
and
HUGHES & CO., 109 Place d'Youville, Montreal

Spratt's Patent Limited, 24-5 Fenchurch St.
LONDON, E.C. 3, ENGLAND

INDEX TO ADVERTISERS

A
Acadia Sugar 18
Arnett, Thos. Lewis 72
Atlantic Sugar Refineries Ltd. 5

B
Bain & Co., Donald H. 12
Belgo-Canadian Trading Co. .. 16
Bickle & Greening, John W.... 66
Borden Co. 1
Bowser Co., Ltd., S. F. 17
Brennan, H. C. 15
Brodie & Harvie, Ltd. 57

C
California Fruit Growers' Exchange 7
California Packing (Delmonte) 65
Canada Nut Co. 11
Canada Produce Co. 16
Canada Starch Co., Ltd. 6
Canadian Cereal Co. .....
Inside back cover
Canadian Salt Co., Ltd. 55
Canadian Postum Cereal Co.... 69
Carnation Milk 8
Canadian Milk Products..... 56
Chadwick & Co. 15
Channell Chemical Co. .....
Inside front cover
Church & Dwight 57
Clarke Ltd., W. 4
Clayoquot Sound Canning Co... 11
Clement & Co. 62
Climax Baler Co. 16
Connors Bros. 54
Cressy, John R. 71

D
Davies & Co., Wm. 53
Dayton Scale .....Back cover
Day & Martin 59
Diamond Dyes 20
Dominion Confectionery Co. ... 62
Dominion Salt Co. 66
Donaldson-Phillips Agencies.... 11
Duncan & Son. C. 13
Dunn, Albert 16

E
Eckardt & Co., H. P. 36, 37
Eddy Co., Ltd., E. B. 61
Edgett Ltd., W. H. 11
Escott Co., Ltd., W. H. 14
Estabrooks Co., Ltd., T. H. 25
Eureka Refrigerator Co., Ltd... 8

F
Fairbanks Co., N. K..... 64

G
Gaetz & Co. 16
Gibson, Paterson, Brown Ltd... 13
Grant & Co., C. 12
Gray & Co., Ltd., Geo. W..... 18
Griffiths & Co., Ltd., Geo. W... 12
Gunns Ltd. 58

H
Hansen's Lab., Chris. 59
Hanson & Co., J. H. 55
Hargraves Ltd. 15
Hay, A. H. M. 16
Henderson Brokerage, B. M.... 11

I
Imperial Grain & Milling Co... 10
International Business Machines
Outside back cover

K
Keatings Ltd. 10
Kidd, T. Ashmore 15

L
Lachaine, Geo. D. 16
Lambe & Co., W. G. A. 15
Lauder Co., Chas. 25
Lemon Bros. 61

M
McLaughlan, J. K. 15
McLay Brokerage Co..... 12
Macdonald Reg., W. C. 63
Mackenzie, W. L. 12
Maclure & Langley 15
Maclure & Co., A. M. 12
Magor, Son & Co., Ltd. 26
Mann & Co., C. A. 71
Marsh Grape Juice Co. 19
Mason & Co., Ltd., Geo..... 57
("O.K." Sauce.)
Mathieu & Co., J. L. 17
Mellow Food Products 65
Mickle, Geo. T. 62
Midland Vinegar Co. 55
("H.P." Sauce.)
Moore & Co., R. M. 71
Morris & Co. 58
Morrisette, Nap. 19
Mowat & McGeachie 12
Mueller Co., Ltd., The Chas..... 71

N
Nettlefield & Co., E. B. 22, 23
Nelson, C. T. 11
Norcanners, Ltd. 15
North-West Biscuit Co. 10

O
Oakey & Sons, Ltd., John 61
Okanagan United Fruit Growers
Front cover
Old City Mfg. Co. 22, 23
O'Donnell Co., John J. 15
Ottawa Paint Works 60

P
Pastene, P. 16
Parkinson Cereal Co. 60
Patrick & Co., W. G. 15
Pennock & Co., H. P. 13
Peters, Duncan & Co. 59
Pritty Ltd., John 11
Pullan, E. 60
Pure Cane Molasses Co. 2

R
Red Rose Tea 25
Richardson & Green 12
Rock City Tobacco Co. 19
Rose & Laflamme 16

S
Salada Tea Co. of Canada, Ltd. 67
Sarnia Paper Box Co. 71
Sebringville Cheese Factory ... 71
Scott-Bathgate Co., Ltd. 14
Shepherd-Mott Co. 16
Smith, K. 16
Smith Brokerage Co., The 16
Smith & Proctor 55
So-Clean, Ltd. 71
Spratt's Patent, Ltd. 70
St. Arnaud Fils Cie 16
Superior Macaroni Co. 64

T
Thompson, A. E. 14
Toronto Pottery Co., Ltd. 71
Toronto Salt Works 71
Trade Sundries Ltd. 62
Trent Mfg. Co. 71
Tuxford & Nephews 61

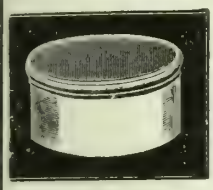
V
Vincentelli & Co. 71

W
Wagstaffe Limited 5
Walker & Son, Hugh 68
Wallace Fisheries, Ltd. 11
Watford Mfg. Co. 70
Watson & Truesdale 13
Wethey Ltd., J. H. 9
White & Co. 68
White Cottell's 71
White Swan Spices & Cereals Co. 26
Wiley, Frank H. 12
Whittall Can, A. R. 26
Williams Storage Co. 13
Woods & Co., Walter 60



BUYERS' MARKET GUIDE
Latest Editorial Market News





STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmand Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.
"SOCLEAN"
the dustless sweeping compound.
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

A. F. VINCENTELLI & CO.
ANTWERP (BELGIUM)
The oldest Corsican Candied Peel and Fruit Manufacturers
CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

BUTTER MAY BE LOWER

The butter market has developed an easy tone probably due to the fact that many condenseries have closed which allow a larger volume of milk to be made into butter. One dealer stated that they are not refusing any reasonable offer for butter either fresh or storage and they are buying as little as possible.

TRY OUR
BRICK and LIMBURGER CHEESE
Always Choice and Fresh
Sebringville Cheese Factory
R. R. No. 5 - STRATFORD, ONT.

GROCERS

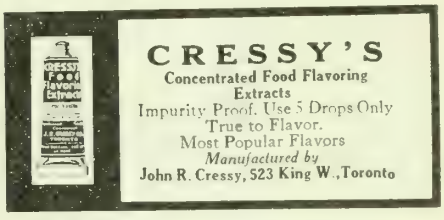
Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577



The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.



---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - ONTARIO.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

SITUATIONS VACANT

YOUNG MAN (27), SINGLE, WITH THREE years' banking and eight years' general store experience, good education and appearance, very highly recommended, open for position after November 1st. Full information at Box 280, Canadian Grocer, 153 University Ave., Toronto, Ont.

For Sale

1 Junior Enrober, Chocolate Dipping Machine, made by National Equipment Co., Springfield, Mass. Complete with trays and melting kettle. First-class condition. Replaced with larger machine reason for selling. Price $2,500.00 for complete outfit, f.o.b. Edmonton. NORTH-WEST BISCUIT COMPANY LIMITED, Edmonton, Canada.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

To get business you must go after it. Others do it through this section —why not YOU?



POSITIONS WANTED

EXPERIENCED GROCER, LATELY IN BUSIness, desires traveller's position for district North Bay to Kapuskasing, including Porcupine area. Can start at once. Milton, Box 1, Swastika, Ont.

REAL LIVE MAN WITH LIFELONG EXPERIence in grocery and produce trades is open for better proposition as partner, manager, accountant, etc. It is not always easy to get in touch with right party of experience. Investigate. May be mutual opportunity. Box 290. Canadian Grocer, 153 University Ave., Toronto, Ont.

TEA BUYER, SINGLE, 33, WITH THOROUGH knowledge of all growths of tea, seeks good appointment. 12 years' experience of buying, blending, etc. Can organize and increase an existing turnover. Correspondence invited to Box 212, c/o T. B. Browne's Advertising Offices, 163, Queen Victoria Street, London, E.C. 4. England.

FOR SALE AND WANTED

FOR SALE—ONE ELECTRIC COFFEE MILL, Hobart, granulator and pulverizer. One Van Berkel meat slicer. One Sherer counter, 16 ft. All in first-class condition. Merrick & Litster, Barrie, Ont.

SITUATION WANTED—BY SMART YOUNG man having seven years' experience in retail selling. Apply stating salary expected to Box 286, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—IMMEDIATELY, GENERAL STORE business. Solid brick store and residence combined. Excellent village location. Apply at once for full information. Mrs. Edith McConnell, Wooler, Ont.

A RELIABLE EXPERIENCED BROKER would like agencies for British Columbia, or would act as purchasing agent for a reliable Eastern house. 810 Dominion Building, Vancouver, B.C.

FOR SALE—ONE OF THE LARGEST AND best retail grocery businesses in Western Canada, located in the best city. Turnover last year, $312,000. Showed good profit. Reason for selling, ill health. Splendid opportunity for right party. Price, approximately, $30,000, practically all cash. Apply owner, Box 288, Canadian Grocer, 153 University Ave., Toronto, Ont.

MERCHANTS WHO WANT HAY OR CANAdian leaf tobacco communicate with Chas. Ed. Leonard, Ste Monique Co., Two Mountains, P.Q.

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over





Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours.

VACATION days are over, the air has lost its balmy warmth and the chill of Fall is in every breeze. Cooler days require more sustaining and warmth-producing foods and your customers are gradually changing from the lighter cereals to wholesome oatmeal porridge.

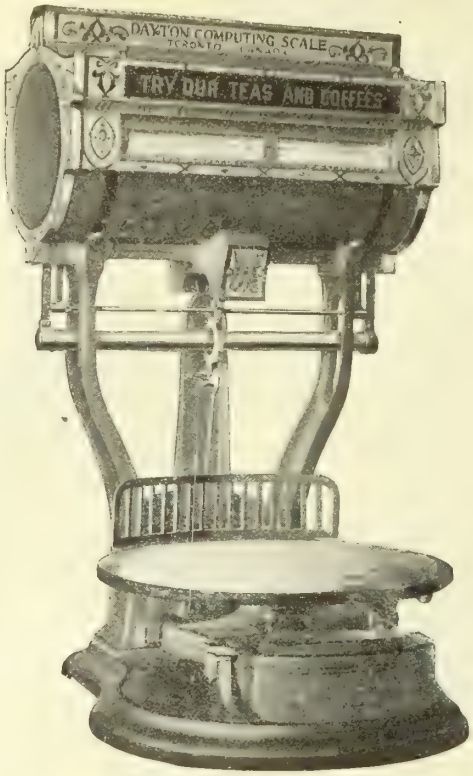
Now is the time to feature your stock of **QUALITY ROLLED OATS**—keep it prominently to the front in all your displays and be sure and tell your customers that **"QUALITY ROLLED OATS"** is just the thing for rush breakfasts. It takes less time to make delicious porridge with **QUALITY OATS BECAUSE THEY ARE ALREADY THINLY ROLLED AND SEMI-COOKED** before they go into this big, attractive, moth and air-proof package. Then the nut-like taste our special process brings out, imparts an irresistible flavor that always wins supreme satisfaction.

Don't gamble with your customers' trade this Fall and Winter—recommend **QUALITY OATS** and be sure.

Selling Agents for Ontario
Cruickshank & Guild, 32 Front St. West, Toronto

Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO
Head Office - - Stratford, Ont.



The Illuminated Sign Advertises Your Goods

Every time you use this scale to make weight, an electric light flashes and a glass sign is illuminated, advertising your goods to your customers—when they are in your store.

The attractiveness of the scale, and the time it saves. advertises your store as up-to-date.

And, because it's a Dayton, known for its accuracy, it advertises your store as a "fair deal" store.

It guarantees full weight to your customers and protects your profits by preventing overweight, and it saves time every time anything has to be weighed.

A booklet that describes Dayton Computing Scales in detail—and complete information regarding prices—will be sent to you on request. Write for it.

International Business Machines Co., Limited

F. E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300-350 Campbell Avenue, Toronto

HALIFAX
44 Granville St.

ST. JOHN
18 Germain St.

QUEBEC
506 Merger Bldg.

MONTREAL
1 and 3 Notre Dame St. W.

OTTAWA
188 Queen St.

TORONTO
415 Yonge St.

HAMILTON
228 King St. E.

LONDON
489 Richmond St.

WALKERVILLE
44 Lincoln Rd.

WINNIPEG
227 McDermott Ave.

SASKATOON
254 3rd Ave. S.

VANCOUVER
110 Water St.

CALGARY
127 Sixth Ave. W.

EDMONTON
10118 102nd Ave.

Also Manufacturers of International Time Recorders and Hollerith Electric Tabulators

D. S. 5

CANADIAN GROCER

Members of the Associated Business Papers Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, OCTOBER 22, 1920 No. 43

Welch's

QUALITY FRUIT JAMS

Permit Est. 272



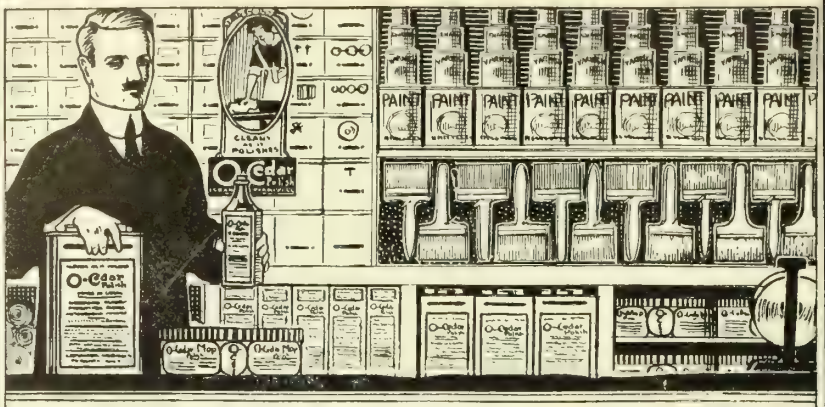
Buy jams to-day at a price based on sugar at ten cents a pound

WELCH "Lades" are quality jams offered at prices that make them remarkable values. Prices have not been advanced because of high sugar this past Summer. The Welch line offers advantages to the retailer in the opportunity to secure a stock of Quality Fruit Jams at a moderate price.

And so we suggest that you ask your wholesaler now, while he has some, to quote: Grapelade, Plumlade, Peachlade, Fruitlade (Raspberry), Currantlade and Marmalade (Orange). In 15 oz. glass jars and 4 lb. enamel-lined standard pails.

The Welch Co., Limited, St. Catharines, Ontario

This advertisement is one of a series prepared for dealers who sell O-Cedar products. To be used in their local newspapers, programmes, etc.



Hints from Our Home Brightening Department

It's wonderful what a new coat of paint or varnish will do in brightening up the house. When you decide to freshen up the bathroom or kitchen with a coat of paint, or surprise that scratched chair and table with a sparkling coat of varnish, come in and see us. We have a complete line of paints, varnishes, brushes and everything for brightening up the home.

To keep the floors and furniture bright and glistening, we know of nothing better than the O-Cedar Polish Mop and

O-Cedar Polish

Dealer's Name

Send now for the Folder showing the complete list of cuts and advertisements. Or if you have already received one of the Folders, write and let us know which of the O-Cedar Advertisements or cuts you would like sent to you.

We Will Send You FREE an Assortment of These Business-Pulling Advertisements

They were designed especially for you. They feature the various articles of your stock in both pictures and words, and they come all ready for newspaper or printer, to appear over your own name and address.

This is part of the service we offer to dealers who handle O-Cedar Polish and the O-Cedar Polish Mop. We gladly co-operate with you in every way to create more business. Newspaper advertisements, window cards, show cards, or display stands, cuts for programmes or dodgers—all are free to you for the asking.

CHANNELL CHEMICAL CO., Limited
TORONTO

CANADIAN GROCER, published every Friday. Yearly subscription price, $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.

Borden's



Now is the Time to Feature

Bordens Reindeer Coffee

—the handy, economical and delicious *Borden* product that makes the finest flavored coffee in an instant by simply adding boiling water—no sugar or milk is required because they're both in the prepared coffee. It does away with percolators and coffee pots and its great convenience and economy have made it a highly popular seller and one that wins steady repeat orders. Get the most out of this big Fall and Winter selling by featuring your stock of this superb *Borden* product prominently in every display.

Send for Reindeer Coffee recipe folders to hand to your customers. Recommend it and profit by your suggestion. Your jobber sells it.

The Borden Co., Limited
Montreal

Borden's Products—
Ea gle Brand Milk
St. Charles Milk



Borden's
ST. CHARLES
Brand Milk
"With the Cream Left in."

Reindeer Coffee
Reindeer Cocoa
Malted Milk



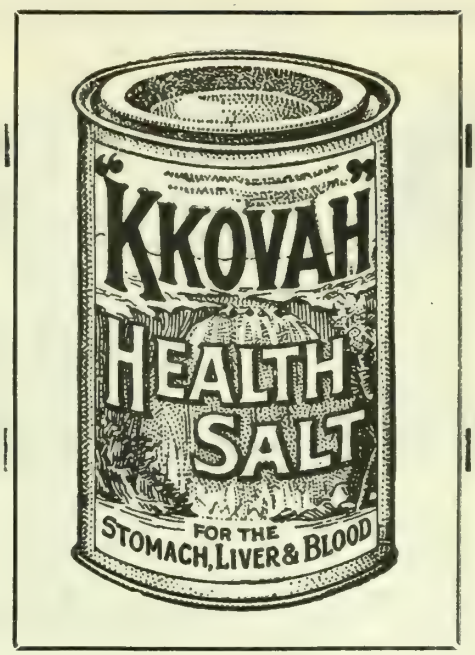
A Quick Seller—
A Sure Repeater

Bowes Mincemeat has the quality, flavor and purity that mean the greatest success in mince-pie-making for your customers. It will pay you to get in a good stock of this popular line right away and keep it well to the front. When filling your order,—either direct to us or through your jobber—we will send you our beautiful colored show card, a small, black-and-white reproduction of which is shown above. Hang this in a conspicuous place and it will greatly help your sales—it links up your store with the advertising we are carrying in the women's and national magazines, and also reminds them that the mince-pie season is at hand.

The Bowes Company, Limited

Corner Church and Wellington Streets, Toronto





Two "KKOVAH" Products that are time-tested, profitable Sellers—

KKOVAH CUSTARD POWDER

An exceedingly popular selling Custard Powder that makes rich, creamy delicious custard **without the use of eggs,** a feature that, combined with its delicious, wholesome flavor, has made it a big seller, and one that grocers can always depend on for satisfaction and a real good profit margin.

KKOVAH HEALTH SALT

(Makes you fit, keeps you fit)

The rapid selling line that is daily proving its worth as a dependable, efficient saline and a repeater of the highest order. Try a sample order of these popular Kkovah products.

The "KKOVAH" Family

Kkovah Health Salt .....$1.80 per doz.
Kkovah Custard .....$1.70 per doz.
Kkovah Egg Substitute .....$1.50 per doz.
Kkovah Lemon Pie Filler .....$1.70 per doz.
Kkovah Chocolate Pie Filler ....$1.70 per doz.

Sole Agents for Canada

MACLURE & LANGLEY

Limited

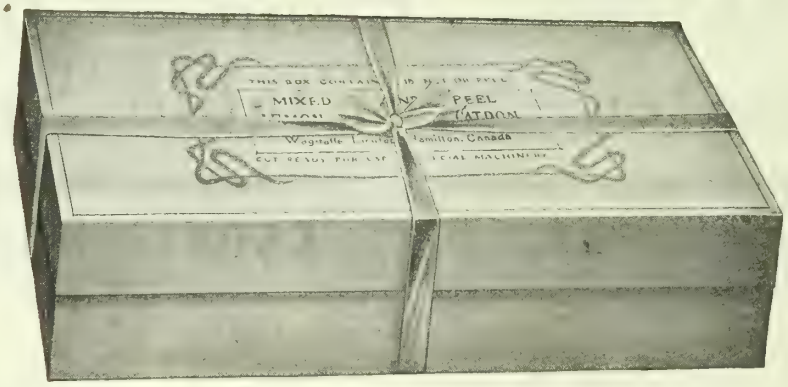
MONTREAL TORONTO WINNIPEG

WAGSTAFFE'S

Candied Peels

(Lemon, Orange, and Citron)

Now Ready for Delivery



They are equal to the best British make, are far superior in flavor and color to Imported American Peels. Mr. Retailer, insist on getting WAGSTAFFE'S PEELS, they are CANADIAN—no better made.

Order From Your Wholesale Grocer

WAGSTAFFE, LIMITED

PURE FOOD PRESERVERS

HAMILTON - CANADA

MAZOLA

Simply Had to Come!

Just as electric lighting, the telephone, the motor car all came in answer to a crying need in modern life, a perfectly refined cooking oil from bountiful corn answers the immediate needs of kitchen economy.

From the Heart of the Golden Corn comes the greatest opportunity offered for many years in the line of food products.

MAZOLA simply had to come—the product of the hour—not just a grocery specialty, but almost an economic necessity.

Go back over your own experience, and you will agree that the merchant who profited most was he who early realized the tendencies of the trade, the man who visioned the imminent requirements of consumer demand, when the voice of that demand was a mere whisper.

The stage is set for Corn Oil at its best—in its most pleasing and useful form—MAZOLA. Consider the ever-mounting cost of butter and other old-style shortenings; the enforced changes in baking and eating habits; the growing dislike in refined homes to the use of animal fats; all those general conditions summed up under the term "H.C.L.," which are straining the average family budget to bursting point. To all this MAZOLA brings the relief required.

Present-day conditions are forcing MAZOLA into a market desperate to buy! It has the tremendous advantage of being first to realize and meet that demand. It is sure of a permanent market, being based on an actual and growing need.

Not an Experiment

The experimental stage is over. High in nutritive and utility value, MAZOLA has conquered every test. It has been stamped "O.K." by recognized experts in culinary science, famous chefs of leading hotels, clubs and transportation companies. Greatest of all, it has stood the final consumer test in Canadian homes.

In the big consuming market to the south of us, where conditions are equally acute, over 50 million pounds of MAZOLA were used in baking last year, practically half a pound per unit of population.

Canadian-Made MAZOLA

Corn Oil in the handy MAZOLA tin, and at the new price which intensifies its saleability, will find an eagerly ready demand; one that will tax all our resources to adequately meet.

Confidently we predict a tremendous sale just as soon as the anxious public is made aware of the coming of MAZOLA to relieve the baking situation. Our new refinery is equipped to cope with any reasonable demand, with ample provision made for the extensions required by an expanding market.

For the consumer, the utility value of MAZOLA is unlimited. To the retail grocer and wholesale distributor, no grocery product affords such profit possibilities.

We feel fortunate in being able to offer to our friends in control of distributive channels a product so entirely satisfactory from every merchandising angle.

THE CANADA STARCH COMPANY, LIMITED
MONTREAL

APPLES APPLES

Best Varieties Ontario Winter Apples

In Barrels and Boxes. Special Prices on Carload Quantities.

B.C. MACINTOSH REDS — Fancy Wrapped Fruit in Boxes.

CALIFORNIA RED EMPEROR GRAPES

High Colored Fancy Stock in Drums.

ORANGES LEMONS GRAPEFRUIT
SWEET POTATOES

DOMESTIC VEGETABLES

POTATOES ONIONS CABBAGE CARROTS
BEETS TURNIPS PARSNIPS

Well-Matured Stock for Winter Storage.

PETERS, DUNCAN LIMITED

88 Front St. E., TORONTO

Branches: NORTH BAY SUDBURY COBALT TIMMINS

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.

Clark's Tomato Ketchup

Made in Canada



By Canadians

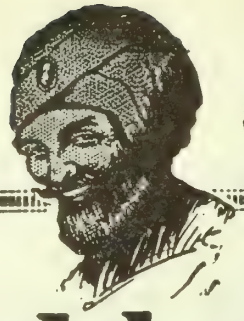
Now is your chance, Mr. Grocer, to make a hit.

Clark's Tomato Ketchup is positively the best on the market, and **Clark's Tomato Ketchup Poster** is now appearing on the billboards. Link up **your** store with **our** advertising, display this popular relish on your counters, etc., dress your windows with it and watch the sale grow.

All New Season's Pack.

See our list for "other good things"

W. Clark Limited, - Montreal



DIRECT SHIPPERS

Field & Co

(F.M.) LTD.

40-42 KING WILLIAM STREET, LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

There are plenty of fine fish in the sea, but the best of all Sardines are the

OBAYO REAL SARDINES

The Elite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

BIGGER AND BIGGER REDOUBLED AND REDOUBLED SARDINE BUSINESS

When next you order Sardines, ORDER

Obayo Real Sardines

Direct Importers:

FIELD & CO. (F.M.), Ltd.,
40-42 King William St., London, E.C. 4

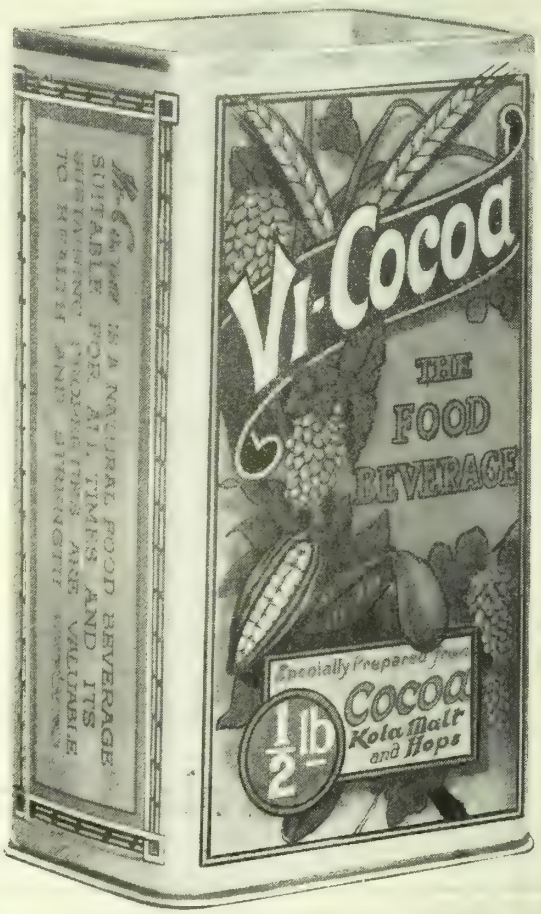
Canadian Agents:
SAINSBURY BROS., Board of Trade Bldg., TORONTO, ONT.

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England



JAMS
MARMALADES
PEELS



John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Purnell's

England's Best

Pure Malt
Vinegar
Pickles & Sauces

Speciality B V Fruit Sauce



Have Stood the Test of Time
Having Been Established Since 1750

Canadian Agents
J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.
J. Hunter White, 7 and 8 North Market Wharf, St. John, N.B.
R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
W. T. Donohue, 401 Richmond St., London, Ont.
The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.
J. E. Huxley & Co., P.O. Box 815, Winnipeg.
C. E. Jarvis & Co., Duncan Buildings, Pender St. West, Vancouver, B.C.

Our agents have a full range of samples

Purnell & Panter, Ltd., Bristol, England

Xmas Stockings

SPLENDID VALUES AT

5c., 10c., 15c., 25c., 50c., $1.00 to $2.50 Sizes at Retail

Stocking Bags

WITH SANTA CLAUS AND DOLL BODIES—FILLED WITH CANDIES

to retail at 15c., 20c. and 25c. each.

Milk Chocolate

SANTA CLAUS, TURKEYS AND NOVELTIES

We have the goods—write for prices now.

CHAS. LAUDER CO.

97 Ontario St., TORONTO

You Never Associated Kilts with Weaklings

—

A Robust Fighting Pink

—



KILTIE

Brand

PINK SALMON

CAUGHT AND PACKED by WALLACE FISHERIES Ltd.

The Norcanner Brand



of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines



Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

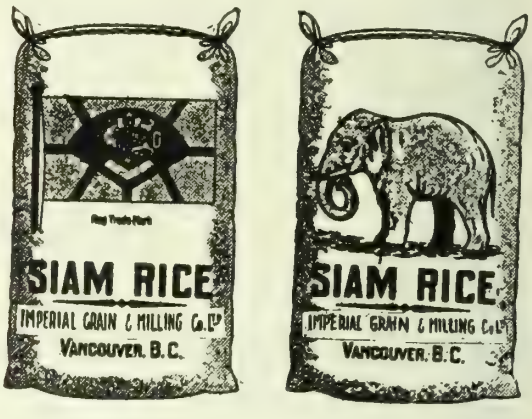
American Headquarters:
105 Hudson Street, New York

Canadian Agents:

C. B. Hart Reg. Montreal | A. S. May & Co. Toronto | Donald H. Bain Co. Winnipeg

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

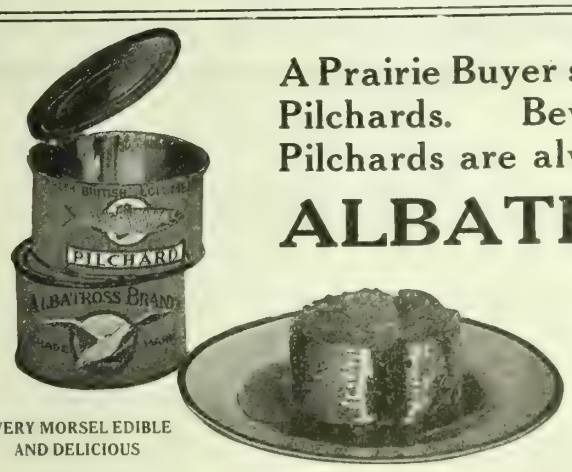
C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

Western Transfer & Storage, Ltd.
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

JOHN PRITTY, Ltd Merchandise Broker and Manufacturers' Agent
Head Office: REGINA, SASK.
MR. MANUFACTURER—
Would you like to have an Energetic, Progressive firm represent you in Saskatchewan? Pritty has the reputation for "Putting it over." Wholesale and Retail trade canvassed for you. Personal attention to every account. Appoint "Pritty" for Saskatchewan 100% efficiency

B. M. Henderson Brokerage, Ltd.
209 Empire Block, Corner Jasper Ave. and 101st Street, Edmonton, Alta
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Donaldson Phillips Agencies
Limited
Grocery and Produce Brokers
CANNED SALMON
124 Pacific Bldg. - Vancouver, B.C.



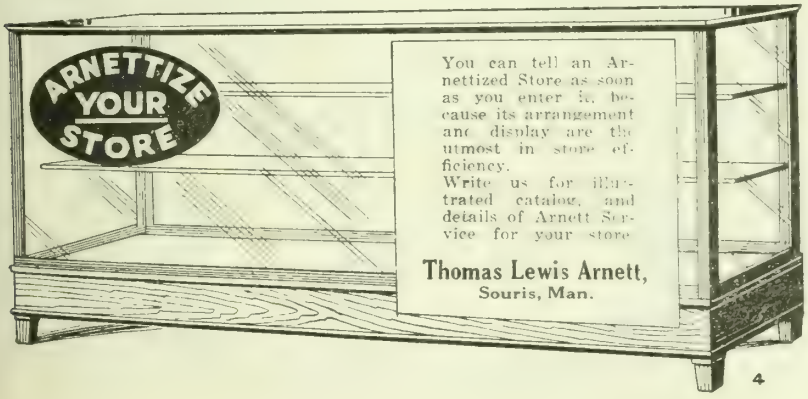
EVERY MORSEL EDIBLE AND DELICIOUS

A Prairie Buyer said he thought he had bought Albatross Pilchards. Beware of loose statements. Albatross Pilchards are always packed under Albatross Brand.

ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec :—Alfred Powis & Son, Hamilton, Ontario
Manitoba and Saskatchewan:—H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia :—Mason & Hickey
J. L. Beckwith, Victoria, B. C.



When Writing Advertisers Please Mention This Paper.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Special all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
Regina, Saskatoon, Calgary, Edmonton

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL HELP TO IDENTIFY YOU.

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries

C. H. GRANT CO.
Wholesale Commission Brokers and
Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

IN WRITING ADVERTISERS, PLEASE MENTION THIS PAPER.

Manufacturers and Shippers!

We offer the facilities of an efficient and energetic "chain" organization, long established, with financial stability and the necessary experience and knowledge, to place your goods successfully on the Western Market.

Let us show you.

Donald H. Bain Company

Wholesale Grocery Commission Agents

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

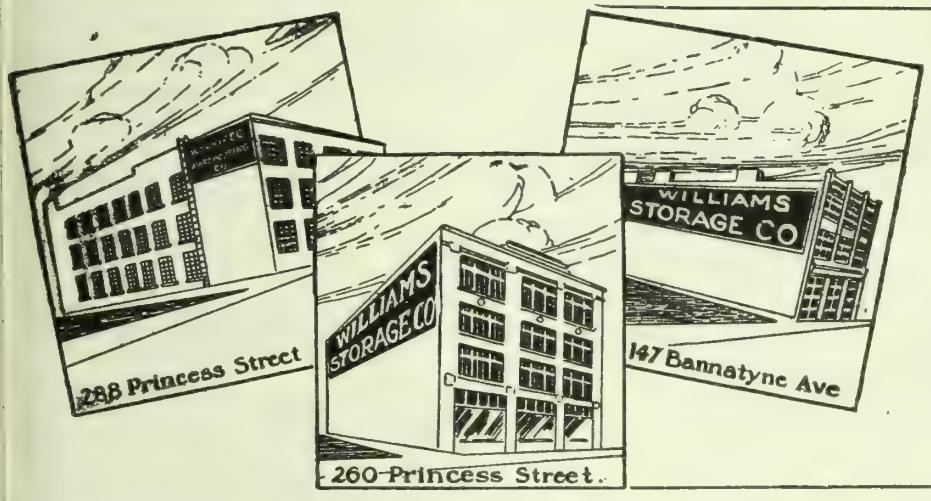
WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED



The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

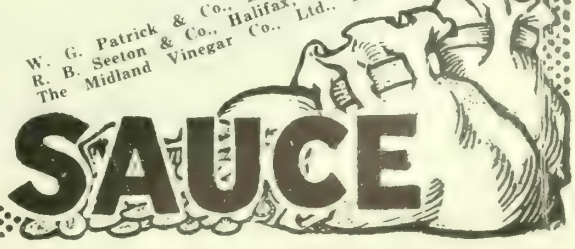
TRACKAGE
STORAGE
DISTRIBUTION

Your customers are buying H.P.—SOMEWHERE

It's short-sighted policy to send good customers elsewhere. Are you supplying them with H.P. Sauce? It sells freely—shows a good profit, and brings you a permanent and growing business.

Try a bottle on your own table and you will see why it's selling so freely.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.



MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA



DETAIL WORK

Christie's Biscuits and Robertson's Confectionery

are having big sales in Western Canada. Why not have your goods marketed by their agents?

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Stroyan-Dunwoody Co.

Wholesale Brokers and Commission Agents

Confederation Life Bldg. - Winnipeg

Service coupled with Reliability brings Results
We want your business. Write us

Say you saw it in Canadian Grocer, it will identify you.

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. Saskatoon, Sask.
Fort William, Ont.
Calgary, Alta. Edmonton, Alta.

N. B. Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents
aud Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK & COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
"We cover Ontario with Grocers' Specialties and Confections."

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS and DRUG SPECIALTIES
SERVICE LOGGIE, SONS & CO. SATISFACTION
32 Front TORONTO St. West CANADA

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
(Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO

John J. O'Donnell & Co.
Commission Brokers
Manufacturers' Agents
Representing J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited., Vancouver; Harry Hall & Co., Vancouver, and others. Correspondence solicited.
Heintzman Bldg., Windsor, Ont.

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO
U.S. Office: CHICAGO, ILL.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

H. C. BRENNAN
Manufacturers Agent and Grocery Broker
Representing J. H. Wethey Ltd.
Galanopulos & Macris, Patras, Greece.
Kearney Bros. Ltd.
Open to represent other Manufacturers of high class foodstuffs.
Booth Bldg. OTTAWA, CANADA

Waste Paper—

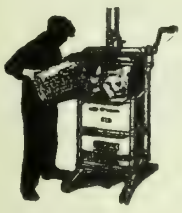
VERY HIGH PRICES NOW.

"CLIMAX" Steel BALERS

TURNS WASTE INTO PROFIT.

3,000 satisfied users.

Made in 12 sizes--a size to suit every business.



A Boy can operate it.

Write for catalog and prices :
Climax Baler Co., Hamilton, Ont.



The **CROWN** *Trade-Mark*

on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

AGENCIES WANTED
For all lines of food products for Montreal and Quebec. Best references.
H. WHISSELL
639 St. Hubert St., Montreal

Belgo-Canadian Trading Co. Regd.
Import and Export
General Distributors
Importers of BELL RICE, Dutch Cocoa and West Indian Products
103 St. Francois Xavier St MONTREAL

If you have anything in food line to sell or want to buy, ask us for prices. We buy and sell outright, also act as buying and selling agents and commission merchants.
Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

K. Smith
Broker and Commission Merchant
1696A Hutchison St.
MONTREAL

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311
Residence 6383
80 ST. PETER ST. QUEBEC

SHEPHERD-MOTT COMPANY
Manufacturers' Agents
Grocers' and Confectioners' Specialties
3 St. Nicholas St. - Montreal

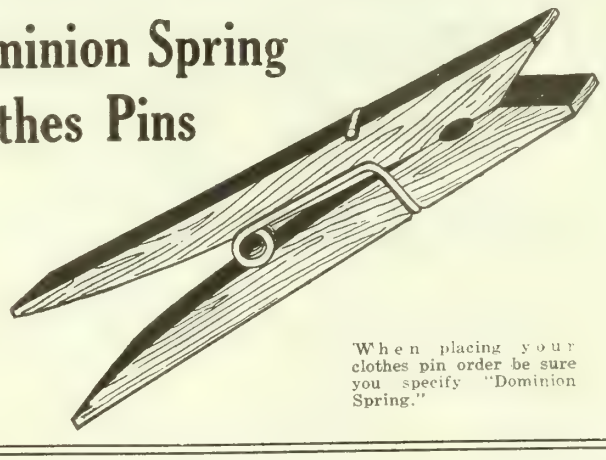
ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

When Writing to Advertisers Kindly Mention this Paper



Now is the time to feature this big seller

Grocers are everywhere earning handsome profits selling "Quality Rolled Oats." They offer an inviting margin of profit. The demand is firm and steady and their high standard of quality insures perfect satisfaction on both sides of the counter.

Quality Rolled Oats are processed from the highest grade Canadian grown oats and because they are thinly rolled and semi-cooked before being packaged in their attractive moth and air-proof package, they make delicious porridge in remarkably fast time. Then there is a most delicate, "Nut Like" flavor in porridge made from Quality Rolled Oats —a really different flavor which our special "Pan Dried" process imparts.

Look over your stock to-day and send us your order. We guarantee immediate delivery on any quantities.

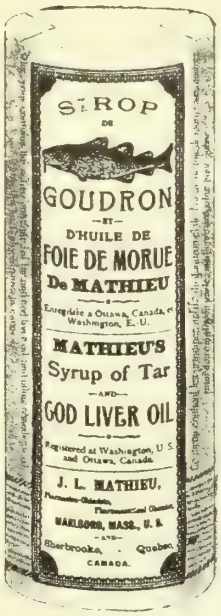
Selling Agents for Ontario:
Cruickshank & Guild, 32 Front St. W., Toronto

Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office - - - Stratford, Ont.

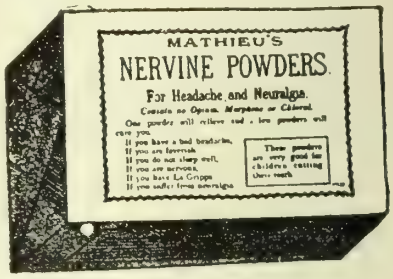
There's A Good Profit In Handling "Mathieu's" Remedies



Mathieu's Syrup of Tar and Cod Liver Oil has the medicinal effectiveness sufficient to keep it in constant demand throughout the year and particularly during the Fall and Winter season. It is excellent for the treatment of those suffering from Influenza, La Grippe, etc.—also it has a real good tonic effect on the system.

Mathieu's Nervine Powders will be found a good line to handle as there is usually a steady "call" for a dependable medicine assisting in relieving those suffering from Nervousness, Headaches, Fevers, Sleeplessness, etc., and here is something that will be found equal to the task.

An order to-day will ensure an Early Shipment.



J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

MASTER MASON



Order from your Wholesaler

Canada's Joy Smoke

For a real good smoke recommend to your customers Master Mason.

Made from the finest leaf, fully matured, perfectly aged tobacco.

You can build up a good tobacco trade by selling Master Mason.

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

OVERTAKING THE RISING COST OF SELLING

EVERY month sees travelling expenses mounting higher. Passenger fares and increased hotel bills have doubled and trebled salesmen's expenses during the past two years. Every company faces increased selling cost far beyond provision made at the first of the year.

There's one solution to this perplexing problem: You can increase the productiveness of your selling force by telling your merchants what you have,—reminding them of the sales possibilities of your lines, and building goodwill between your sales calls. You will save your salesman's time—and increase his efficiency by keeping your merchants in touch with your products through regular announcements in his business newspaper.

Many salesmen report merchants have orders saved up for them as a direct result of advertising in MacLean Trade Newspapers. Their time is saved and their business has been increased.

Advertising in trade newspapers builds business for the salesmen and co-operates with him in the very valuable work of preparing the ground for his call. In every village and town in Canada—in places where salesmen go regularly and in many where they seldom reach, there you'll find the MacLean trade newspaper building business and goodwill for your products—if you use it.

MacLean business newspapers go direct to the man who buys the very goods you sell. He relies on them for markets and prices of all the goods he buys.

The advertising pages are his newspaper, the editorial pages are his business advisers, for they deal directly with the very things he wants to know about—

As one enthusiastic subscriber told us in to-day's mail: "We find your price list one of the most convenient things in our office."

Let us show you how you can use trade newspapers to lower your yearly cost of selling.

The MacLean Publishing Company, Limited

Publishers of the Following Specialized Trade Newspapers:

Hardware & Metal — *Bookseller & Stationer*
Druggists' Weekly — *Dry Goods Review*
Canadian Grocer — *Men's Wear Review*
Sanitary Engineer

Sell
The Financial Post

MANY of your customers want the weekly newspaper for business men and investors.

YOU can handle this without difficulty, and at a satisfactory profit. Write us for our dealer's proposition.

Show The Financial Post, and watch it draw the most worth-while customers to your store.

The Financial Post

143-153 University Avenue, Toronto

Good Customers Buy Good Tea

There is always a chance to land a really good regular customer, when somebody asks for Red Rose Tea. Substantial people like good tea.



T. H. ESTABROOKS CO., LTD.

St. John Montreal Toronto Winnipeg Calgary Edmonton
St. John's, Nfld., and Portland, Maine

Grocers' Ads. That Pull

Mr. Grocer, are you satisfied with the percentage of customers who visit your store as a result of your advertisement in the daily or weekly newspaper? Would you like some new, practical ideas to help you get more people into your store?

Perhaps you can present your goods to the public through the newspaper in a more effective style that will get you ten, twenty, or a hundred more customers, by using the best ideas of successful grocers.

We read all newspapers published in Canada as a business and can collect for you the cleverest and most striking ads.—those with new selling points and new ideas—and send them to you. A scrap book with 50 or 100 of these advertisements kept for reference would be of real practical use to you. The price is 5c each for collections of 50 or over.

CANADIAN
PRESS CLIPPING SERVICE
143-153 UNIVERSITY AVENUE
TORONTO



A Counter Display Stand like this will make your sales even more easy.

Ask us to send you one.

Keen's Oxford Blue

A Necessity in Every Household

For many years KEEN'S OXFORD BLUE has been sold by most successful merchants throughout the world.

Display on your counter a card, similar to that illustrated here. It is a good advertising medium with stock on hand to back it up. You will find ready outlet.

Magor, Son & Co., Limited

MONTREAL: 191 St. Paul Street West

TORONTO: 30 Church Street

BUSINESS REPORTED QUIET

But not with

NICHOLSON-RANKIN LIMITED

In the month of September we sold and confirmed to buyers

238 Straight Carloads of Merchandise

Late in September we sold in addition fifty carloads merchandise which were confirmed early in October

WE SERVE OTHERS SATISFACTORILY

CAN WE SERVE YOU?

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CANADIAN GROCER

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Government Permanently Suspends Sugar Order of Board of Commerce

Lower Prices of Sugar Will Now Prevail—Likely the Death-Knell of the Board of Commerce — How Retailers View the Situation.

Ottawa, Oct. 20—(Special)—The order-in-council rescinding the ruling of the Board of Commerce, guaranteeing the price of sugar, is sustained, and the fixing of sugar prices and prevention of sugar imports is permanently suspended. This is the result of the hearing before the government to-day. The market for sugar is now an open one. This indicates that lower prices will prevail shortly. It is also to be surmised that the action of the government sounds the death-knell of the Board of Commerce. The whole mix-up shows the weakness of any government body endeavoring to fix or control prices. Supply and demand should be the ruling factor.

THE attitude of the retailer in the present sugar situation is one of watchful waiting. The one topic of conversation with their customers these days is the action of the Board of Commerce, and the subsequent part taken by the Government whereby the order of the Board of Commerce was rescinded, and an investigation into the claims of the refiners arranged for. The average retailer takes the view that if the Government, through its officers, the Board of Commerce, has made a bungle of the sugar situation from the time it first undertook to control prices, the refiner is then entitled to some consideration. From a number of representative grocers interviewed, the consensus of opinion gleaned by Canadian Grocer is that prices in the sugar market are declining, and the consumer is demanding lower prices in this country as elsewhere. It is, therefore, up to the refiners, either to take their loss, or if the Government is bound to protect them, then it must be in some general way, other than by holding the price to the consumer at 21 cents. Here is what some retail grocers have to say in regard to the situation:

G. T. Wolfe, manager of the grocery department of the T. Eaton Co., Ltd., told Canadian Grocer that he believed the receipt of foreign sugars in the United States had meant the demoralization of the market here. Wholesalers and refiners there had to accept big losses, and the only thing that operates against the refiners in Canada taking the same losses is the interference of the Government, through the Board of Commerce, in endeavoring to control sugar prices. "The refiners," he said, "apparently need assistance, but why so much sugar should have gotten into the hands of the speculators, and be held by them, when there was so much sugar needed to meet the demand, is hard to tell."

One Result of Speculation

"The trend of the market in many foodstuffs seems to be downward," remarked Henry Swan, King Street East, Toronto, one of the oldest grocers in that city. "When people speculate they must be prepared to accept losses when such occur. In this instance I think the refiners should take their loss the same as anyone else. The market has declined in sugar, and the people should get the benefit of it. Sugar cannot be held at the high prices that have ruled now for so long."

May Have Made Promises

George Barron, of Barrons, Ltd., Yonge Street, Toronto, brought out the point that if the Government has made guarantee to the refiners of protection in the case of a falling market, then, of course, it will have to live up to it. "Promises may have been made," Mr. Barron remarked, "that we do not know anything about. On the other hand, if the refiners had the promise of protection from the Government, what business had they to go and speculate, buying raws for future refining at high prices, expecting the market to advance? With the Government's guarantee it should not have been necessary to have done this. Until

SOME SIDELIGHTS ON THE SUGAR SITUATION

The report that 1915 sugars have been held in storage at Fort William, Ont., until the present time, is denied. Fort William is a distributing centre for sugar, but it is declared that there is no 1915 sugar in storage there.

The Wholesale Grocers' Guild of Nova Scotia decided to ignore the Board of Commerce order to sell sugar at 21 cents, and intended to import supplies from the United States.

The case for the sugar industry is that because the sugar market was regulated during the war and afterwards, the responsibility for this is placed on the Government.

The contention is made by some that if the price is controlled in sugar, then why not in wheat. Open trading in wheat has been reverted to, and the farmer believes that he too should have the protection of a fixed price.

Candy manufacturers in Canada declare that they are between two fires. They state that they would like to see cheaper sugars in order that they might hold their trade without danger of the United States manufacturers underselling them, but at the same time they face a loss if a marked reduction is made in sugar.

It is asserted by these candy manufacturers that goods already made for the Christmas trade have been manufactured from sugar purchased at high prices, and in order to sell them at a profit, present prices of candy would have to prevail.

after the hearing, it is difficult to say just what the position of the refiners is."

Not the Right Method

"If the Government restricted them from exporting their sugars, I suppose the refiners should be reimbursed for their loss," answered Donald McLean, Roncesvalles Avenue, Toronto. "I don't think the method adopted by the Board of Commerce, however, was the proper one to pursue," he added. "The people will demand that the price come down. Every customer who comes into my store has a protest to register in regard to this sugar situation. I don't believe in this anti-dumping law. I don't think it applies in the present case at all."

Do Not Want American Sugars

Robert Dowson, of the York Trading Co., and a retailer on Danforth Avenue, Toronto, said that Canadians did not want to see American sugars unloaded on this market if it could be avoided. "Public opinion, however," he added, "is such at the present time as to almost demand that sugar decline in sympathy with the American market. It would seem that the refiners had some justification for a claim if they were not permitted to sell when it was possible to have done so. The grocer has put up with the abuse of his customers long enough regarding the high prices of sugar. Now it seems that the people must have cheap sugar, and if it cannot be obtained in this country, then it must come from elsewhere. It may be that the refiners must take their loss."

"Somebody has got to lose in this matter," remarked John Muir, 262 Danforth Avenue, Toronto. "If the Government got the refiners in wrong, then I suppose the Government will have to bear the loss. We have got to have cheaper sugar. People will demand it now, and the average consumer cannot see the refiners' side of the question."

"Why Did the Government Let the Board of Commerce Take the Action in Sugar?"

MONTREAL (Special).—To many Montreal retail grocers and wholesalers the suspension of the Board of Commerce sugar order was hardly a surprise. One wholesaler said: "In view of the present position of the Government and the public indignation against any attempt to prevent a slump in prices, it is not at all surprising that the Government should take quick action in cancelling this order. Still it is surprising that they turned the matter over to the Board of Commerce in the first place if they knew that Board had not power to legislate in this matter."

A few hours after the Government's suspension of the prohibitive order one of the refiners said to a Canadian Grocer representative: "It does look as if the Government had made a tennis ball of us. They turn our case over to the Board of Commerce and then when that body makes a finding and carries out their supposed duties the Cabinet immediately tells us that they had no power to act in the matter anyway. If it was not such a very serious matter it would be rather a joke. It is not the first time however that the Government have done this with the Board of Commerce's finding."

Plants to a Standstill

The sugar refiners claim that if sugar is allowed to be imported from the United States it will mean a loss on over sixty million dollars' worth of raw sugar now carried by the refiners. They also assert that it will bring their plants practically to a standstill with all these raws bought on the high market left on their hands. To Canadian Grocer one of the refiners said: "A year ago when we were in a position to make a little money on the open market the Government took matters out of our hands, stated a maximum price, prevented us from using a foreign market which was open to us, and as a result curtailed our output. The situation we are now facing is not of our own making. If we had been allowed to handle our own affairs a situation the like of which we are now facing would never have occurred and if it had we would have no reason to appeal to the Government for protection."

A Lesson to the Government

The manager of one of Montreal's largest wholesale grocery houses said to Canadian Grocer: "We are all sorry to see the refiners lose so heavily. We cannot help but feel that the Government is entirely responsible but it is hardly fair to the public that such orders and restrictions as were enacted by the Board of Commerce should be enforced. Two wrongs never make a right. It is very hard to say just what the fair solution would be. Personally I feel that the matter is better left alone. Undoubtedly the loss to the refiners will be very heavy and a severe blow but I cannot see how it can be averted. It should be a lesson to the Government to never dabble in these business affairs. If the sugar refiners get protection, what are the jam manufacturers going to look for who are also heavily stocked with expensive sugar and who are now being undersold by English competitors? I am afraid that there will be many such losses before trade is again back to normal. The only safety is not to speculate until conditions are again normal. I must confess that from the first I did not feel that the Board of Commerce had power to enforce the order issued by them."

Montreal Grocers Little Affected by Sugar Situation

Retail Grocers Think That the Board of Commerce Cannot Enforce the Prohibitive Order on Importation of Sugar—A Commodity for Convenience to Customers with Little Profit for the Retailer.

MONTREAL (Special).—The retail grocer does not depend much upon sugar for any of his net profits, as it has rather been a commodity of convenience for his customers. As far as Canadian Grocer can learn, very few grocers in Montreal carry any large stock of sugar.

The manager of one of the oldest grocery stores in Montreal said to Canadian Grocer representative: "This ruling by the Board of Commerce affects us only from the consumer's standpoint. We have found so far this fall that people in general have been refusing to buy much fruit on account of the high price of sugar. Many customers state they will not buy fruit for preserving purposes as a matter of principle in protest to the high prices of sugar. This has seriously hurt the sale of fruit, especially during a year when our fruit crops are of the best. It is astonishing the amount of fruit that has been allowed to rot in the freight sheds in this city simply because no market could be found in the short time that is available for the turning over of fruit supplies.

"We do not keep any more sugar on hand than is needed from week to week. We make no attempt to speculate in the sugar market, nor do we hope to make more than the necessary profits to cover the cost of packing and handling. The merchants cannot help but feel that the Government, through the Board of Commerce, made a big mistake when they tampered for the first time with market conditions either stipulating a maximum or minimum price. There is no doubt that during the last three months of the early part of the year the Government hindered Canadian refiners from making handsome and legitimate profits by exporting sugar to the United States where higher prices were offered and where a shortage was being felt.

(Continued on page 35.)

The Sugar Situation Since 1914

A Review of the Market Since the First Year of the War—Lowest Prices Prevail During the First Months of Each Year—In August, 1920, Sugar Was $24 as Compared With $5.13 in the Same Month in 1914.

IN January, 1914, sugar was selling to the retail trade at $4.25 per hundred pounds. Prices fluctuated for the next few months, sometimes down ten cents and sometimes up. When the war was declared the wholesale price was $4.41. Three weeks after a war tax of 70 cents per hundred was placed on sugar. Some refiners also advanced quotations which made a spread of prices varying from $5.13 to $6.15 at the end of the first month of the war. In October of the same year the price was at $7.05, but in January of the next year, 1915, it dropped to $6.30 and remained at that figure until April of the same year, when it advanced to $6.65, declining again to $6.05 in the month of October. Before the Canada Food Board was appointed, the quotations on sugar from the different refineries varied. Sometimes there was a spread of as much as one dollar per hundred, so that the merchant was getting several quotations on sugar. One of the first things that the Food Board did was to inaugurate an equalized sugar rate, basing prices at Montreal and Chatham. Freight rates were also equalized so that sugar quotations throughout Canada, instead of showing such a wide spread as formerly, were more on equal basis. From this time on sugar shows a steadily advancing period, quotations showing the highest peak during the months of April until October, when a slight receding takes place owing to the demand falling off, and during the period that the new crop is being harvested which is from November to March of the following year. This, however, was not the case the beginning of the year 1919, prices at that time being $9.95 and held at that figure until July, when the price went to $10.50 and the year closed with quotations at $11.

Shortage Keenest in 1919

It was in the fall of 1919 that the merchant and consumer felt the greatest shortage of sugar. Many merchants were not able to procure sufficient supplies to meet requirements. Sales had to be restricted to a few pounds, and in many instances one pound of granulated and one pound of yellow was the largest amount sold to any one person, and some stores were without for weeks at a time. This condition extended well into the year 1920, and although stocks did somewhat improve, prices were steadily increasing with quotations at the beginning of the year at $14.50 per hundred. At this time the Board of Commerce was making a vigorous effort to keep down sugar prices, restricting retailers' profits to one and one half cents per pound, and wholesalers to five per cent.

COMPARISON OF SUGAR PRICES, 1914-1920

	1914	1915	1916	1917	1918	1919	1920
January	$4.25	$6.30	$6.65	$7.40	$8.90	$9.95	$14.50
April	$4.15	6.65	7.85	8.64	8.90	9.95	19.00
August	$5.13-6.15	6.65	7.80	9.25	9.10	10.50	24.00
October	$7.05	6.05	8.05	9.00	9.50	11.00	19.50

Raw sugars were in a runaway market, the planters apparently offering small quantities, quite content to sit back basking in the sunshine of high prices and watching buyers and speculators eagerly bidding for the small shipments and incidentally boosting prices to the highest on record since the American Civil war.

The Government's Advice

It was along about this time too that the Canadian Government was advising the public to lay in stocks of sugar sufficient to carry them over the preserving season, emphasizing the fact that sugar would be very scarce, and requesting the refiners to stock up on raws. At this time, refined sugar in the United States was very scarce, selling at seven to ten cents per pound higher than in Canada, which was tempting Canadian refiners and speculators to ship to the United States, taking advantage of the exchange and the ready market over the border, but the Board of Commerce stepped in, and prohibited the exporting of sugar from Canada. Along about the latter part of February the refiners were commencing to feel the pinch of the Board of Commerce ruling restricting their prices to a certain basis, and with the steadily advancing cost of raws and labor made application to the board to be permitted to make an advance in accordance with their present cost. This resulted in all restrictions, in so far as prices were concerned, being removed. The removal of price restriction immediately sent the wholesale price of sugar up $2 per hundred, which made quotations at the beginning of March $16.50. From this time on sugar prices advanced in leaps and bounds until in the month of August it reached the high level of $24. This high figure, however, was not long maintained, due to the fact that the sugar market in the United States commenced to slump. Prices on both raws and refined over the line were receding as fast as they were climbing at the beginning of the year.

Sales Grow Smaller

Sales of sugar direct from the Canadian refineries were becoming smaller, speculators and other holders of refined sugar dumping their holdings on the market, all anxious to get from under before the crash came. Refiners were not doing any business of any amount and they at once reduced prices to $21. This did not have the desired effect, so prices were further reduced to the present quotation of $19.50. Refined sugar in the United States had also reached a low level of 11 cents per pound, which could be laid down in Canada at around 14½ cents, a factor that no doubt had something to do with the last two reductions.

Now comes the greatest upheaval in the history of Canada in relation to trade and commerce. Canadian sugar refiners claim they are due to lose millions of dollars owing to the declining price of raws and refined in the United States and the fact that the Government advised them to lay in sufficient raws when the price was at the highest point and then placing an embargo on exports, which left the refiners high and dry with huge stocks of raw sugars bought at high levels when the market commenced to sag. At a conference with the Board of Commerce and the sugar refiners, the board decided to prohibit the importation of American sugars and placed the wholesale price of sugar at $18.50, with the retail at 21 cents. This was immediately responded to by vigorous protests from all parts of Canada, wholesalers, manufacturers, retailers and consumers raising such an uproar that before four days had elapsed the Government stepped in, and over the head of the Board of Commerce rescinded the order. What the outcome will be, is, no doubt, being watched with interest by the entire world.

Secret of Henry Ford's Outstanding Success

It is Based on Salesmanship Rather Than on Manufacturing—Important Lessons for Canadian Manufacturers—A Great Merchant as Well as a Great Producer.

THE editor of the New York Sun shatters accepted theories and thereby shocks his readers by a habit he has of doing his own thinking, of leading not following the public, and making his own analysis of conditions. When the press and public of the United States were enthusiastically and thoughtlessly happy over the enormous business coming to them for steel and other material for a war-devastated world, that paper burst the bubble by showing that there was more steel in an ordinary New York skyscraper than would rebuild the whole damaged area in Belgium and France.

If we were to ask the why of Henry Ford's super-success there would be a hundred per cent. reply that it was entirely due to his ability as a manufacturer.

The Sun editor, applying the analytical test, finds that the great, unthinking public is again wrong. Instead he shows that Mr. Ford is primarily a great salesman or merchant, that he was forced to develop his wonderfully efficient factory to supply the demand made by himself as a merchant. The "Sun" says:

Henry Ford Points the Way

Henry Ford is both a great manufacturer and a great merchant. He could never have become the great producer he is if he had not been a great merchant. It is because Ford is the outstanding genius of the automobile world as a merchant that he has become the outstanding genius of the automobile world as a producer.

The Ford automobile is primarily what it has come to be because Ford had greater genius than any of his competitors in the distribution of his car. With the price right and his selling organization right the production of his car became a matter of ways and means of keeping up with the demand. And as the output increased the cost of production decreased, and as this decrease in cost was deducted by the great merchant from the selling price the demand automatically increased.

In his early days Henry Ford was a mechanic at the bench. It was as a mechanic that he dreamed out the now world-famous Ford car. He had never been a merchant, had never fancied that he was endowed with the qualities of a merchant, though is was as a merchant that he was and is nothing sort of a genius of the first order.

And now he has given us fresh evidence of his vision as a matchless distributor of the products of his mammoth workshops in the drastic slashing of prices to pre-war levels. In this stroke Henry Ford has pointed the way for all other producers, all other merchants. The country is headed for lower prices, pre-war prices or prices thereabout.

No man, no body of men, no association of interests working in collusion or corporation, however gigantic, can hold up these unnatural and exorbitant war prices. What Henry Ford has done in his far-reaching vision other men must do or they cannot survive.

A review of the successes and failures in Canadian manufacturing confirms The Sun. Walter H. Cottingham, probably our outstanding present-day success, developed and acquired the largest paint and allied factories in the world to fill the demands created by him as a merchant.

Senator Nichols was induced to take over and direct the destinies of the General Electric Co. and allied interests because as a merchant he had created his own market for electrical products in Canada.

Sir George Foster, our Minister of Trade and a member of the Imperial Trade Commission, expressed this view in 1914. He said the commission had found in Australia that German trade was growing steadily because the Germans were better merchants. Their superior salesmanship was overcoming the handicap of the superior quality of British goods and the strong national sentiment that extends throughout the Empire in favor of the British manufacturers.

Canadian manufacturers are in a less fortunate position than they of the Mother Country. The latter have well organized plants, trained workmen and established connections. The majority of men at the head of Canadian industries have worked up from apprentice boys. They have had to build new organizations and train workers. It has been a mighty strenuous career. Neither the thousands of employees nor the country as a whole appreciate what we owe these pioneering executives. But their thoughts have been on production and they love their factories and their employees. They have neglected their accounting and merchandising departments. The Sun's editorial suggests a new thought to many, and a very timely one. We must give more attention to selling our products at home and abroad. In this way only can most of us hope to keep our workers and plants running full time.

But salesmanship means more than taking orders. The buyer must be able to pay. The products must be what he wants, and what he orders; and our service must be prompt, reliable and satisfactory in every way. That it has not been is shown by the persistent complaints of our late Overseas Commissioner, Lloyd Harris, and many of our local Trade Commissioners. But it can be made satisfactory.

A Machine for Weighing All Bulk Goods is Installed

Goodwin's Ltd., Montreal, Has Installed New Device in Grocery Department—Manager Declares It is More Accurate Than Weighing by Hand.

MONTREAL.—Goodwin's grocery department in Montreal has installed a machine for weighing all the bulk goods that are sold in the store. Whatever is to be weighed is put in a large bin on the floor above the room where the weighing machine is located. A pair of soft rollers operated by a small electric motor insures a steady flow of the material being packed. A small automatic scale below the shute catches the material as it comes down and when the weight required, which is registered on the scale, is caught, the container is automatically dumped and the paper bag or the carton below is filled and then passes on. The scoop of this automatic scale is made of four aluminum compartments, which rotate about an axis. As a result, when one of these compartments is dumped another one is moved into place and so there cannot be any loss of time or material. When two or three bags are filled the accuracy of the machine may be checked and any adjustments necessary may be made. The power is then turned on again and the weighing will go on rapidly and as accurately as any man could do by hand. The bags are then tied and are ready for the counter.

This Way More Accurate

Mr. Bailey, the manager of Goodwin's grocery department, said to a Canadian Grocer representative:

"We have found that it is impossible to weigh up these parcels as accurately by hand as this machine will do it. Apart from that, it is perhaps the biggest time saver we have. There is nothing in the line of cereals, flour, spices, sugar, coffee or tea that this machine will not weigh. We have found that we can get exactly one hundred one-pound bags from a hundred-pound sack of sugar and still be absolutely fair with our customers. This is rather a hard feat to do and

(Continued on page 29.)

British Trade Fairs Have Been Planned for 1921

Attendance Restricted to Bona Fide Trade Buyers—Only British Manufacturing Firms Are Allowed to Exhibit—List of Lines to Be Allowed at the Various 1921 Exhibitions.

THE three fairs, although held in different cities (London, Glasgow, and Birmingham), are, in reality, only sections of one fair, and together constitute the greatest trade fair in the world.

The London Fair is directly organized by the Imperial Department of Overseas Trade on behalf of the British Board of Trade, while the fairs in Birmingham and Glasgow are organized by the municipalities of the respective cities under the auspices and with the support of the British Board of Trade. An important point in the organization of the three fairs is that they are held practically concurrently, and that each fair represents a specified group of industries. No industry is permitted to exhibit at two fairs, and consequently the buyer knows that at whichever fair he may be visiting he will find the whole range of exhibitors in any particular trade or trades. Further, by careful arrangement of the dates of the sections it is made easy for him to visit all three should he wish to do so, for while the London and Birmingham fairs run concurrently from the 21st February to the 4th March, the Glasgow exhibit opens a week later, on the 28th February.

The British Industries Fairs are not exhibitions. They are trade fairs, to which admittance is restricted to bona fide trade buyers seriously interested in the participating trades. Only British manufacturing firms are allowed to exhibit, and no exhibitor is permitted to exhibit goods other than those of his actual manufacture. The result is that buyers who visit the fair know that no articles shown on an exhibitor's stand can be purchased elsewhere in the fair. Exhibitors are also able to give proper attention to the buyer, and the buyer is able to do his business unhampered by crowds of sightseers.

The following articles will be exhibited in London (February 21 to March 4):

Fancy Goods, Including Travelling Requisites and Tobacconists' Sundries

Leather for fancy goods, bookbinding and upholstery trades; brushware; paper, stationery and stationers' sundries; printing; toys, games and sports goods; cutlery, silverware and electro-plate; imitation jewellery and hard haberdashery; jewellery; watches and clocks; spectacle ware; scientific and optical instruments; glass and glassware; china and earthenware; drugs and druggists' sundries; furniture; basketware and cane furniture; musical instruments.

In Glasgow (February 28th to March 11th) the sections are: Textiles of all descriptions; ready-made clothing, including hosiery; hats and caps; boots, shoes and gloves; carpet and upholstery materials; foodstuffs (prepared and preserved) and beverages; chemicals (light and heavy); domestic chemical products.

The Birmingham (February 21st to March 4th) sections are: Brassfoundry of all kinds; hand tools and tools for use on machinery; hollow-ware; cooking and heating stoves; mechanical rubber goods; tubes and fittings of copper, lead, brass, steel, etc.; non-ferrous metals and alloys in all forms, such as ingots, sheets, rods, wire, etc.; metallic bedsteads; metal furniture for office, shop, garden and camp; sanitary metal-ware and earthenware; architectural and ornamental metalwork; scales, balances, etc., and measuring appliances; general hardware of all descriptions, including nails, locks, domestic utensils, etc.; perambulators, mailcarts, pushcarts, etc.; firearms and fishing tackle; machinery belting; cycles and motor-cycles; accessories for cycles, motor-cycles, cars and aeroplanes; paints, colors, varnishes, etc.; ropes (wire and fibre); saddlery and harness, and metal furniture for same.

Buyers from the Dominion who wish to visit the fair should apply as early as possible to the nearest British Trade Commissioner, from whom they will be able to secure full information. Their names and addresses are:

Captain E. J. Edwards, H.M. Senior Trade Commissioner, 248 St. James Street, Montreal.

F. W. Field, H.M. Trade Commissioner, 260 Corporation Life Building, Toronto.

L. B. Beale, H.M. Trade Commissioner, 610 Electric Chambers, Winnipeg, Manitoba.

On their arrival in England it would be to their advantage to communicate at once with the secretary, British Industries Fair, 35 Old Queen Street, London, S.W.1, England, or, should the fair have commenced, at the White City, Shepherd's Bush, London W.14, England.

Full details of the Birmingham Fair may be obtained on application to the General Manager, British Industrial Fair, Chamber of Commerce, 95 New Street, Birmingham, England.

For the Glasgow Fair, enquiries should be addressed to J. M. Freer, Esq., Kelvin Hall, Glasgow, Scotland.

The Customers' Viewpoint

This article is the first of a series written by a customer and based on actual facts

I WAS over to the grocer's the other morning and was waiting for my bill to be made up. I haven't yet got on to the new-fangled idea of paying cash and lugging my groceries home in a basket. One of those nice, fresh-complexioned September brides came in and asked the clerk for a can of "gravy salt."

The clerk scratched his head, stood on one foot and then the other and finally blurted:

"Gravy salts! We got Epsom salts."

"No, that is not what I want," said the bride all coloring up.

"Oh! I know what you want, it is these new kind of health salts," remarked the clerk, taking a can off the shelf.

"No, that isn't it either," stated the new housekeeper. "It is used for putting in gravy. My mother uses it all the time."

"Is it this kind here?" asked the clerk, pointing to one of those boxes of salt with a spout in the end.

About this time the clerk was getting excited and all fussed with his standing on one foot and then changing to the other, putting one in mind of the soldiers marking time, I think they call it. The clerk took another look at the shelves, another at the blushing bride and all of a sudden he made a dive for the back of the store and came up smiling like a Cheshire cat.

"Here's what you want, celery salt?" he declared.

"I don't want celery salt, that is white. Gravy salt is kind of a brown color," answered back the customer none too amiably. The clerk, too, was getting a little confused and flustered and commenced looking up and down the shelves, as if he expected the gravy salt to pop out and bite him.

I happen to know all about gravy salt, because a friend was telling me about it the other morning. She said it makes dandy gravy and I decided to get some the next time I was over to the store. She showed me the tin she bought it in. So while the clerk was flustering around I took a look myself and spotted the tins easily. I pointed them out to him and in a few minutes the air was cleared and everything was lovely.

I often wonder why grocers don't tell the clerks more about the stuff they are selling. How can they expect the clerk to sell things if they are not told about them. See the good chance that clerk lost for getting a new customer. If I had been waiting on that bride I think I could have sold her nearly everything in the store, because she just looked as if she wanted to buy things.

Co-operative Movement Grows in England

Private Traders Are Well Organized and Financed, in Their Fight Against the Co-operatives, and Are Stoutly Defending the Competitive Methods of Trade That Have Won England Her Commercial Greatness.

THE island which is England is to-day an interesting business laboratory for Americans to watch. It possesses a smaller and more compact community than ours; it has no "anti-trust" laws, and, because of British genius for political organization and compromise, it is about one jump ahead of us in discovering new social theories in connection with making things and selling them. And of all the large-scale experiments being conducted by the English people to-day, none is more significant and important than the co-operative movement.

The co-operative movement is more than significant; it is stirring, it is dramatic. A big fight is on. The English co-operators, numbering nearly a tenth of the population, proclaim it their intention to exterminate all private traders. The private traders have accepted the challenge, are well organized and financed, and are stoutly defending the competitive methods of trade that have won England her commercial greatness.

Competition versus co-operation. These are the antagonists. They are staging the big conflict in England. The English private trader says: "Only competition can keep the best brains and abilities in charge of business, stimulate invention, compel progress in trade, and guarantee maximum service to the public." Co-operation replies: "The great error of competition is that it organizes the producer to exploit the consumer. Consumption is more important than production. By organizing the consumer to produce his own necessities you make exploitation impossible, because the consumer will not exploit himself. Such co-operation may not produce the best abilities, and it may not render a maximum service, but it saves the people's money, which is more important."

Such are the theories in conflict. Now for a glance at the forces actually involved. In what follows I shall speak mainly of the co-operative movement—this because the extent of its power and its novel methods are but little understood on our side of the ocean, and because its opponents, the private traders, are much the same, in traditions and practice, as our own.

How Movement Has Grown

My interest in this subject arose from a visit to Manchester last winter. I "dropped in" on the Co-operative headquarters in that bustling, Americanized city of Lancashire. I confess that I was amazed by what I saw—six solid blocks of imposing warehouses and offices spread out in the very centre of the city. These buildings housed the so-called "Co-operative Wholesale Society" or "C. W. S.," as it is popularly called. I interviewed several of the leading officials, and this is what I learned:

The co-operative movement is composed of three main co-ordinated divisions—the retail stores, the wholesale warehouses, and the factories. The 1,200 retail stores scattered over the British Isles form the base of the pyramid of organization. They are owned by some 4,000,000 co-operative consumers, who hold shares costing £1 each. No co-operator may hold more than 200 shares. The seven wholesale societies are owned and managed by a federation of the retail stores. The hundred productive establishments, in turn, are owned and managed mainly by the wholesale organization.

The C. W. S. has its own bank located in Manchester. In order to coalesce and promote all the activities of the co-operative movement there is another collateral organization called the Co-operative Union, which is financed by the C. W. S., and spends its energies in "propaganda and education." This union possesses its own building in Manchester. From a visit with the head of this union I learned two things of importance: Believing that the co-operative movement is not receiving fair treatment at the hands of Parliament, it has recently been "forced" to enter the political field with its own Co-operative Party, with the result that its own candidates are now appearing in the by-elections, and one Co-operative candidate has already taken his seat in the House of Commons.

The other thing is education. The union has established in the retail stores, kindergartens, grammar schools, high schools, to teach co-operative principles. It had just appropriated a large sum to establish a university for the same purpose, "a university on the scale of Oxford."

In order to understand the importance of an economic business theory you have to listen to statistics and impressive totals were given me by the publicity department in Manchester. The high lights among these figures are as follows:

The co-operative movement had in 1918 a membership of nearly 4,000,000 shareholders, a share and loan capital of $388,000,000, and an annual sales trade of approximately one and a quarter billion dollars. It also gives work to 164,000 employees, whose collective wages and salaries bill equaled in 1918 some $70,000,000 a year.

Though the growth of the movement since the first year of the war has been rapid, the sales having nearly doubled in that time, the net surplus in 1918 was lower than that of 1917 by $2,390,000. The cause of this decrease in surplus, it was explained to me, was the high price of labor and materials and the smaller margin between cost and the immediate charges to members, societies having given more immediate benefit to purchasers at the expense of the quarterly return.

Some idea of the competition in production furnished private enterprise by the English co-operative movement is contained in the fact that the Co-operative Wholesale Society (whose sales in 1919 amounted to $437,400,000) owns and operates over 100 productive establishments, the value of whose products in 1919 totalled about $126,360,000. These workshops produce foodstuffs and kindred commodities, textiles, clothing, underwear and footwear, furniture, utensils and household requisites.

More land and factories and docks, worth from three to five million dollars, are being bought each year by the Co-operative Wholesale.

The turnover (deposits and withdrawals) of the C. W. S. Bank in 1919 reached over £500,000,000, or, normally, nearly two and a half billion dollars.

Skeptics assert that the co-operative movement cannot succeed. The co-operatives have an answer: The co-operative movement has been succeeding for sixty years.

Owns Canadian Land

The success which is indicated by such figures as the above is evidenced by the expansion of the society during recent years in the field of foreign trade. It now owns and operates sixteen tea plantations of 16,000 acres in India and Ceylon, a wheat estate of over 10,000 acres in Canada, while its farms, estates and lands in England cover some 40,000 acres.

The co-operative movement has passed the corner grocery stage, but it has not reached world trade dimensions

without some difficulties. One of the main problems has been lack of capital. This is chiefly due to the fact that the number of shares which an individual may hold in a co-operative enterprise is limited by law to £200, or roughly $1,000. But the law does not prevent such an enterprise from placing loans or making bond issues to secure additional capital. Within the last year the C. W. S. has floated two issues of development bonds, totalling $36,450,000, though to date not all of this amount has been taken up.

Lack of capital is not, however, the chief handicap against which the British Co-operatives are working. The greatest difficulty, their officials declare, is to persuade the individual purchasing member to leave a sufficient amount of his surplus in the store to be capitalized for the financing of the business of the store. When the quarterly "dividend" is declared, the workingman—or his wife—promptly spends it. To counteract this tendency is one of the tasks of the Co-operative Union in Manchester. The union is now teaching the rationale of industrial investments as a course in the curricula of its schools.

Effect of Good Selling Methods

The presence of keen selling competition from American retailers is given by a leading British merchant as the main reason why co-operative salesmanship cannot succeed in the States. The co-operative movement, he explained, secured its strong hold on Great Britain because the art of retail salesmanship was not very far advanced.

The growth and size of the co-operative movement in Great Britain have been given emphasis recently in the British press because of an official proposal to tax the profits of co-operative enterprises. One of the most debatable of the recommendations of the Royal Commission on Income Tax is to tax the reserve funds of co-operative societies while admitting that dividend on purchases is really discount, and to exempt it accordingly. In other words, of the "net profits" declared at the end of a given period, that part which is paid to the shareholders as "dividend" would not be taxed, while that part which is put back into the business would be taxed.

A Big Fight On

The private traders, sensing the danger to them in this partial immunity to be permitted the co-operators, are agitating for a tax on either dividend—however distributed—or "turnover," i.e., sales. Powerful trade bodies like the Federation of British Industries, which represents some $15,000,000,000 of capital, are opposing the pressure which the co-operative group are bringing to bear on Parliament. An organization of the leading private trade organizations of England, called the Amalgamated Trades Association, has also mobilized membership and money for the campaign against co-operation. The avowed objects of this association are "to maintain the right of freedom of individual trading, to demonstrate to the public the grave national danger of the elimination of the private trader, to combat any political or other agency whose object is to eliminate private trading, and to maintain in all branches of trade the principle of competition which in the past has proved to be of the greatest benefit to the nation."

Opposed to this attack is an alliance between the politically organized labor movement, the economically organized co-operative movement, and the industrially organized trade union movement. "We in the co-operative movement have our propagandist machinery," say the alliance members, "we have our political machinery, we have our press and a variety of means of expressing ideas. Now, it is a question of simply defending our faith. We shall probably not be able to secure preferential treatment, but, if we fight for it, we may at least get fair play, and if we get only that, the movement will gradually supplant even the biggest of private concerns."

The basis of the co-operative opposition to the tax is their contention that all surpluses arising from mutual trade, whether divided or collectively used, form one fund which is not income, but savings on spendings. Hitherto the profits of the co-operative stores and factories have been partially immune from income tax because previous Chancellors, guided by the expert opinion of the Inland Revenue authorities, agreed that surpluses on members' mutual trading did not provide funds which could be properly taxed. Now, however, the new Finances Bill, which is being debated by Parliament, specifically declares that: "Profits shall include in the case of mutual trading concerns the surplus arising from transactions with members." If this bill becomes a law the co-operators will have no argument in the courts. The ground will be cut from beneath their feet.

Must Submit to Some Tax

Whether or not this arbitrary definition of "profits" will be incorporated into the Bill as passed, the co-operators are not optimistic about a continuation of their past immunity. They know the State's need of revenue to pay war bills. Great Britain is just now rounding the corner in her post-war finances and the Chancellor of the Exchequer has announced his plans for securing $1,000,000,000 surplus by next spring. This attitude in the struggle is evident in his reception of a delegation of co-operators who recently waited upon him in Whitehall to lodge protest against the proposed Finance Bill.

The Chancellor replied with suitable dignity but the substance of his remarks was about as follows:

"You co-operators in the past have shown a most convincing power of growth and an increasing tendency to absorb private business. Since you have hitherto been practically immune from taxation you have thus been rendering a greater and greater amount of the trading activity of the nation untaxable. No one knows how far you will go, but if you go much further there will soon be a sizable hole in the national pocketbook. Therefore the Chancellor is not over-zealous about the accuracy of definitions of profits. His main purpose is to devise some plan whereby a part of this $15,000,000 surplus of yours may flow into the national treasury."

MACHINE FOR WEIGHING

(Continued from page 26.)

many grocers have found this a leakage point in their sugar profits. The machine is very simple in its operation and we have had no trouble whatever with it. It does easily the work of six or seven girls and will work steadily from the time the bin is filled until it is empty. When we have large bags to fill such as five-pound lots, we set the scales to dump at every two and one-half pounds, and so it dumps twice for every five-pound bag. We have found this to be a little more accurate than using one dump for five pounds since the containers will not act as quickly with the heavier load. There is no doubt that this weighing machine has proved to be not only a time saver but a money saver in more ways than one."

Exchange Rate Settles the Matter

The following statement in regard to the exchange rate and its relation to imports has been issued from the Department of Customs and Inland Revenue, Ottawa:

"Notwithstanding the instructions issued from time to time by the Department of Customs and Inland Revenue on the question of values for duty of currency of invoice, there still appears to exist in the minds of some importers a doubt as to just in what manner a British exporter to Canada, or an exporter in any foreign country where the paper currency has become of lower value than the standard gold currency, will be able to arrive at the relationship existing in the country of export between the paper and the standard gold currency.

"It is quite expected this relationship would be reflected by the rate of exchange between that country and Canada existing in such country at date of shipment."

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THE BOARD OF COMMERCE BUNGLE

FOR months past, at different intervals, when, to their way of thinking, the occasion demanded it, the daily papers, almost without exception, throughout the Dominion championed the Board of Commerce. This Board that has seen so many changes in its personnel, that has experienced such a stormy passage ever since its appointment, was hailed by the daily press as the one instrument in the hands of the consumer to save him from the "profiteer" and the high cost of living. The Board of Commerce was welcomed as the savior of the people—the one big factor to wipe from our midst this H. C. L. bugbear.

Retailers and merchants generally were harassed by the machinations of this Board, and its orders, and commands, lacking more frequently than otherwise sound business judgment, were vigorously resented and condemned by merchants throughout Canada. Its latest action in ordering the price of sugar held at 21 cents is meeting with unanimous protest from one end of the country to the other, this time by the people, and the daily press that heretofore gave its columns for its praise. Its error in seeking to control sugar prices at any time is now evident, and but for the interference of this government body, Canadian sugar prices would have gone the way of American sugars. The old law of supply and demand would have been operating in a downward direction, and refiners would have had no justification for an appeal to the parliament of the country for assistance.

But for past rulings of the Board of Commerce refiners long since would have been in a position to meet their losses. At any rate they would not have had any excuse to go to the Government. Hampered by a fixed price and restrained from exporting, they assert the Government is responsible for their present condition, and consequently they sought redress at its hands.

THE NEED OF WATCHING STOCK CAREFULLY

RECENTLY a merchant was heavily fined for selling a brand of baking powder that was found upon being analysed to not meet the requirements of the Pure Food and Drug Act. This merchant upon examination at the courts stated that he had recently purchased the business and that the baking powder was included in the stock. This reason was not accepted by the court and the merchant was out to the tune of fifty dollars.

When this instance was drawn to the attention of the manufacturer, he pointed out that this powder had been in stock for several years and had become deteriorated, and his responsibility in the matter was therefore ended.

This instance goes to show the need of every merchant knowing exactly what his stock contains at all times. Travellers of manufacturers can frequently help as most firms have a private mark telling them the year in which the goods were packed.

Many merchants when placing goods in the shelves are very particular that the old stock be placed to the front of the pile, thereby taking no chance of that particular article becoming stale and unsaleable.

BOUNDING revenues again mark the monthly statement of the Finance Department at Ottawa, due in great part to the now-famous luxury taxes. During the seven months of the fiscal year ending on September 30, inland revenue collections totalled $29,451,813. In the corresponding months of last year inland revenue collections were only $7,065,238.

Question of Wages Baffles This Grocer

Only Solution is to Have Prices at Such Levels as Permit Service and Also Provide for a Profit—Add Charges Gently But Uniformly

By HENRY JOHNSON JR.

FROM the Far West comes this: "Dear Sir,—I would like to see an article on the wage problem. I am now paying $27.50 per week for deliverymen and clerks—one clerk $30 per week. I run two Ford deliveries. I believe wages and upkeep of machines cost more than profit on goods they handle, but I don't see any other way to keep my business going. My total salaries for year will run to $9,250, not counting any salary for myself. My gross sales in meat and groceries will run to $115,000. I am doing two men's work, keep my own books, and do all buying and sell more goods over the counter than any clerk I ever had. I am overworked but cannot see any other way to manage as long as salaries are what they are now. You will note my salary account is now eight per cent. of my gross sales. I am afraid to let it run more. I cannot see where the grocery and meat business can stand it. I would like to know what the other fellow is doing."

"Yours very truly,
"_____."

This wage question is a very pertinent inquiry, though, as I think of it, nobody else has brought it up. Maybe others have solved it in the way I shall suggest.

The ratio of eight per cent. on sales is not excessive as things are now, especially when we consider that expenses in the meat department usually run considerably higher than in the grocery end. But when we add a fair salary for the chief, say $2,400 a year, we get a full ten per cent., and that is plenty.

In the absence of any possibility of reducing wages—and at this time any reduction seems clearly out of the question—there is just one remedy left. You must advance your prices enough to cover service and leave a profit. No use staying in business otherwise.

Putting it on Gently but Uniformly

One man faced this problem of inadequate prices recently. He met it by adding a cent to each article selling at fifteen cents, and to some which sold for less. He added two cents to articles priced at twenty-five to thirty-five cents, and so on practically throughout his stock. This did not amount to much, apparently, on any single item, but the aggregate was big. For, taking the cent added to fifteen as a basis, we shall find that this is six and a quarter per cent. If carried through the business, such advance on the turnover of my correspondent would yield $7,187.50. But even taking the average at half that, he would get an extra $3,593.75, and that would solve his most immediately pressing problem. A blanket advance of three per cent. can work wonders in any business.

Note, by the way, that nothing is gained by omitting any salary for himself. He must live out of the store anyway. His wages cost is there. It must be faced frankly if it is to be coped with. It must be coped with before real money is made in any case.

The nub of the solution must always be to get enough margin to cover expenses of operation and leave a profit —in any business, anywhere, any time. That cannot be sidestepped.

Cut Out What Does Not Pay

It is quite possible, as he suggests, that the delivery end does not pay. How to find out? Take each customer's account and analyze it carefully, accurately, dispassionately. Learn just what service goes with each item. See whether on some accounts there are goods enough carried away to offset those delivered. When you have all that tabulated before you, calculate down to the smallest fraction what you make on those accounts and what it costs you to handle them.

If they do not pay their way with a solid, indubitable margin of clear profit for yourself, cut 'em off and drop the delivery! Or, if you find that half of them pay and the other half does not, cut off those that do not pay. Drop one Ford and work only those out of whom you get profit.

We took that kind of a step about seventeen years ago when we analyzed our soliciting business. We satisfied ourselves that soliciting did not pay. Then we selected the few whose accounts were worth making an effort to retain. Those folks did not have telephones. We installed and paid half on their phones for two years—though our agreement was made for only six months. That paid, because phones cost much less than solicitors, and at the end of two years we knew they were either married to us and would stick or they could not be retained on a profitable basis. We never regretted that move.

Free Time to Do Profitable Work

Time and effort therefore devoted to unprofitable work thereafter was put to profitable service extending paying business. If my friend can rid himself of some of that work which is wearing him out to-day, he can do more of the work that will pay him, make him happy, and which therefore will seem like play to him.

It is a serious thing to cut off or lose customers, but do not therefore get the idea that it is never wise to lose one. Often it is the best thing you can do. It is good business, no matter what line you may be in to discourage customers whose trade costs more than it is worth.

I shall be mighty glad to learn whether these suggestions help, and I also want to hear more from this man on his later experiences, as well as any other question he may have to ask.

A Problem From Another Angle

The story runs that a travelling man, formerly a buyer in a department store, said he had to get an average of 33 1-3 per cent. in his department because his expense was 28 per cent. He said he had to get his 28 plus 5 per cent. on every turn. Another man disputed this, saying that if he made fourteen turns in his department and made a net of two per cent. per turn, he would come out even at the end of the year.

Opinions being asked for, I am moved to wonder why. The problem seems as simple of solution as any I have ever seen.

When a ratio of expense is given in any business or department, it means that such expense is learned by experience with that business and it is always stated in its relation to each turn —to total sales.

Here we have a ratio of 28 per cent. In setting the figure to be aimed at at 33 1-3 per cent., the buyer set 5 per cent. net as the profit he wanted or was directed to earn. He could earn that net only by getting the average he stated.

He could make two per cent. net by marking his stock on the average of 30 per cent. up on sales. Then if he made fourteen turns he would have 28 per cent. net profit on his sales—nothing to do with recouping his expense nor of playing even enters into it at all.

If he could achieve 14 turns in any department of a department store, he would be such a prize winner that he would not have been allowed to escape! That, of course, is outside of the story; but it is a point which evidently the theorist in the tale did not think of.

Jim Sweeney Writes Again

Jim Sweeney's letters are always full of pep. It is a joy to get them. Here is the last one:

July 6, 1920.

"Dear Friend,—You middle name is per cent! Referring to your last article I can hardly see how you ever assemble such figures so nearly correctly as you do. I threw them at you in such big chunks. Right here I wish to make a

(Continued on page 35.)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

G. A. Macdonald, salesmanager of the Quaker Oats Co., Peterborough, Ontario, was in Montreal early this week on a business trip to the company's Montreal office.

F. F. Adams, the owner of a large grocery business in Cardinal, Ont., was in Montreal this week on business.

ONTARIO

Martin and Pourier, Kenora, Ont., recently suffered a loss by fire.

Malcolm J. Allen, 617 Ferry Street, Niagara Falls, Ont., has bought over the Co-operative stock.

Byron H. Turner, of Little Current, for many years a merchant on Manitoulin Island, passed away a few days ago.

R. Hawthorn, formerly manager of Bradley and Sons, Niagara Falls, Ont., has gone into business for himself, on the cash and carry plan.

The F. W. Fisher Co., Ltd., Toronto, has opened a branch factory in Kingston, Ont., for the manufacture of paper boxes and confectioners' paper goods.

The grocers of Toronto appealed to the Board of Police Commissioners recently asking them to withhold prosecutions concerning the early closing by-law until such time as the attorney-general defines the term grocer. As the board has no jurisdiction in the matter, no action was taken.

D. R. McPhail, Kincardine, last week sold his grocery business to Mr. Levi Anning, who has possesion (Friday). Mr. McPhail has not disposed of the block, and will continue to reside in his present apartments over the store.

Business Changes

Henry J. Brown, retail grocer, Orillia, Ont., has sold to Alex. W. Edwards.

Chris. Cross, Toronto, has sold to A. H. Brown.

H. G. Weston has opened a grocery at 2473 Yonge Street, Toronto, Ont.

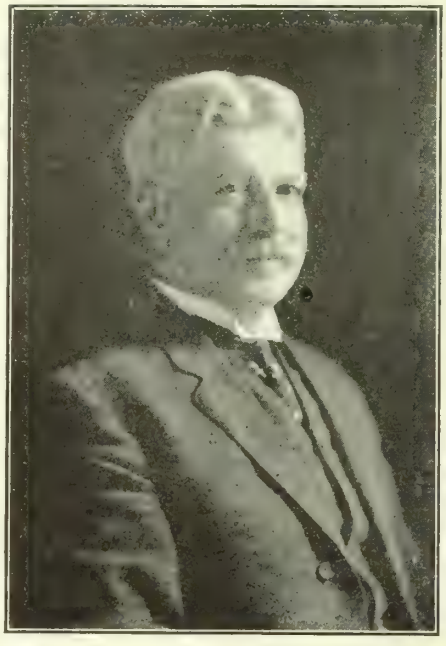
T. D. Stokoe, Toronto, has sold to G. T. Jarvis.

A. Seeley, Douglas, Ont., has sold to J. A. Robertson.

A Kansas City grocer was in court charged with selling antiquated eggs. No one seemed able to judge whether a sample egg was bad or not. "I guess we'd better give you the benefit of the doubt, and—" began the judge. He was interrupted by the egg falling to the floor. "You're fined $25," said the judge.

Pres. of Canadian Salt Co. Passes Away in Montreal

Ernest G. Henderson, president of the Canadian Salt Co., Windsor, Ont., passed away in Montreal last week, following a brief illness. The late Mr. Henderson was 63 years of age, and went



THE LATE ERNEST G. HENDERSON

to Windsor, Ont., in 1896, when the Canadian Salt Co. established its plant at the border. He was president of the Canadian Manufacturers' Association, as well as president for a time of the Windsor Board of Trade, also taking an active part in the Board of Education in Windsor and the Children's Aid Society. He lost two sons in the war, and is survived by his wife and two daughters.

Huge Oatmeal Mill of Canada Cereal Co. Destroyed by Fire

Tillsonburg, Oct.—The huge oatmeal mill of the Canadian Cereal Flour Mills, Ltd., and, incidentally, the home of Tillson's pan-dried oats, was destroyed by fire last week. The fire evidently originated in the drying-room, and had a good start when discovered. In fact, it looked as if the entire chain of mills in the valley would be entirely wiped out, but owing to the excellent water pressure, the firemen, after a heroic effort, held the flames to the one mill.

The local officials of the company could give no information whether the mill would be rebuilt, pending information from the head office at Stratford.

The entire building, machinery and large stock on hand were entirely destroyed, the large elevator crashing in at 5.45 a.m. The loss is estimated at half a million dollars, and is a serious one to the town where many men were employed, and where approximately $600 worth of hydro was consumed monthly. The mill had been overhauled some three years ago, and thousands of dollars' worth of modern machinery installed. The loss is partially covered by insurance.

Tobacco Growers Want to Sell Crop on Foreign Market

Chatham, Oct. — Over 200 tobacco growers attended a meeting recently and discussed the question of erecting a dryer, in order to process the tobacco so that it would be salable on foreign markets as well as in Canada.

M. H. Swatman, of Leamington, addressed the meeting regarding the benefit of such a plant. It was decided to build and a committee was appointed to arrange for a site, etc. The entire tobacco situation was thoroughly discussed, during which the growers unanimously decided not to grow any more tobacco until this year's crop was sold at a reasonable profit. This decision was brought about by the fact that nearly a million pounds of the 1919 crop were unsold at the planting time this year, due to the failure of the man who had contracted for it to take it off their hands at the time agreed.

One man stated at the meeting that he had contracted last year at 42 cents per pound, and still had 23 tons on hand. The growers also decided on forming an organization with a view of amalgamating with the Tobacco Growers' Association.

S. Slinn, Niagara Falls, Ont., has bought W. H. Newman's business. It was established 28 years ago.

Ottawa Grocers Discuss Proposal to Operate Their Own Wholesale

OTTAWA. — (Special.)—The proposal to establish a wholesale store of their own for co-operative buying was an interesting one to the members of the Ottawa Retail Merchants' Association, grocers' section, at their meeting recently. Mr. Crabtree, the president, was of the opinion that it would be advisable to approach some of the established wholesale grocers with a view of arranging some scheme whereby retailers could secure shares or develop a scheme that would be satisfactory. It was decided that the matter was well worth considering and a committee was appointed to do some pioneering work. It was announced by the president that a large bread manufacturing company had approached him with regard to the supplying of bread to members of the association at a cost that would be about two cents less than that paid by the grocers at the present time. Action was postponed on the matter until further light was thrown upon details of plans submitted.

If plans of Clarke Cummings grow to fruition, the Pure Food Show at the Central Canada Exhibition next year will have the added attraction of a refrigerator plant that will cost from $15,000 to $20,000 to erect. The idea is to exhibit fresh meat and fish under ideal conditions and to present a large number of perishable exhibits that are not now available.

Clifford Allen was appointed secretary in succession to Nap. Herteaux, who has gone out of the grocery business. A winter's social activities are to be arranged for to assist the getting together feeling that already exists among the grocers of the city.

TWO OR THREE THINGS THAT THE CANADIAN EXPORTER SHOULD NOTE

CANADIAN exporters are making a great mistake in several methods employed in trying to develop business with Old Country concerns. One of these is calling for settlement in New York funds, another is in not sending goods on consignment to reputable houses, and the third, and most important, giving quotations f.o.b. some factory or siding in Canada, rather than c.i.f. at some point in the United Kingdom. J. V. McKenzie, late trade commissioner to Glasgow, drew attention to these when discussing the matter with Canadian Grocer.

"There were many letters of protest received at my office in regard to Canadian firms asking for and demanding settlement in New York funds," he stated. "The British houses cannot understand it, and they look upon it as an attempt on the part of the Canadian to pinch off a little extra in the way of exchange. It is resented by British houses on the ground that it makes Canada look like an appendage, recognizing New York, rather than Montreal, as the basing point for their currency quotations.

"The matter of quoting c.i.f. is of real importance," continued Mr. McKenzie, "and it is a matter that can hardly be emphasized too strongly. I remember coming across one case where a manufacturer who packed his product in bags of some sort sent a quotation to a Scottish house giving a price f.o.b. his factory, which was near Ottawa, and stating that bags and cartage were extra. In order to find out what that price really was laid down in Scotland the dealer there would have to find the price of bags in Canada, the price of hauling the material from his mill to a siding, the freight rate and other charges he might have to pay, and then the tariff for ocean charges. All that information could be secured by the Canadian manufacturer. He should have it at his finger's ends, and no doubt has. When he makes a quotation, stating his price laid down in a certain British port, then the British customer knows what he has at once, and it may go much farther than some people think in influencing the final placing of the order. Just imagine the position of a man in some Scottish centre who has quotations from half a dozen firms, all in different countries, and all quoting f.o.b. their own factory or their own siding. It would take days of his time or the time of his staff in digging up all the tariffs and even then he would not know what ocean rate he might get. Canadian exporters could well make a point of getting all these rates well in hand, so that they can quote c.i.f. any of the leading ports, just as readily as they can give a figure now f.o.b. their own factory. It would be a great piece of work and it would pay handsomely for all the trouble."

DISCUSSED PLANS FOR FOOD BUILDING

Toronto, October 21 (Special).—Suggested plans for the proposed new Pure Food Building at the Canadian National Exhibition were again discussed at a meeting of the executive on Wednesday of the Food Products' Association. H. C. Scully, of the Christie Brown Co., presided in the absence of the chairman, H. N. Cowan, who was in Ottawa on business.

Mr. Prack and Mr. Wessel, of Bernard H. Prack, architects, Toronto and Hamilton, submitted two alternative plans, which were discussed pretty fully by the committee together with W. G. Irving, vice-president of the C. N. E., J. G. Kent, general manager, and H. W. Watters, assistant general manager.

The committee was asked to present their requirements to the Board of directors of the C. N. E. and what they were prepared to do, and the directors would then go into the matter further, decide on the location, and eventually have plans prepared by the city architect, etc.

Brantford Scale and Slicer Co. Will Enlarge Plant

Brantford, Oct 20 (Special).—A meeting of the shareholders of the Brantford Computing Scale Co. has confirmed a deal whereby new capital will be taken into the company, and the scale of operation in this city greatly enlarged. Wm. W. Baldwin, Toronto, and other capitalists join the company, and the Brantford Scale Co. will be a $1,000,000 concern. The old shareholders will remain interested as at present, and R. McPherson will be retained as general manager.

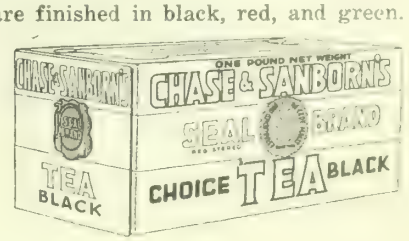
The factory plant of the concern will be considerably enlarged.

New Goods

The Chase & Sanborn Company, Ltd., of Montreal, are now placing a brand of package black tea on the market under



the "Seal Brand." This tea is put up in two different attractive packages both bearing the red seal. One is a little more expensive than the other and both are black tea. One package is to be known as Indian and Ceylon tea while the other is under the name of "Seal Brand Black Tea." The packages, as shown herewith, are finished in black, red, and green.



NEWS FROM WESTERN CANADA

WESTERN

J. B. Syck has opened a grocery store at Winkler, Man.

Waugh & Legallis, grocers, Winnipeg, are dissolving partnership.

A grocery store has been commenced at Morden, Man., by Mark Bros.

A grocery store has been commenced at Victoria, B.C., by Walter Scott.

H. P. Willoughby has purchased the store of Evan Price, Victoria, B.C.

P. J. Anderson is commencing in the grocery business at Moose Jaw, Sask.

A new grocery store has been commenced in Winnipeg by A. Campbell.

A grocery store is being started by John Sheare at Beausejour, Man.

Geo. J. Cameron, of the W. L. McKenzie Co., Ltd., Winnipeg, is on a trip to the Coast.

A. Willis has been succeeded in the grocery business at Winnipeg by John Lloyd.

C. M. Bassarch has purchased the grocery store of John Wasley, Moose Jaw, Sask.

C. H. Knight has been succeeded by Wm. Robertson in the grocery business at Vancouver.

W. P. Pattison, of the Western Grocers, Ltd., Winnipeg, is enjoying a few weeks' vacation.

N. M. Jackson, manager of the W. L. MacKenzie & Co., Ltd., Calgary, was a visitor in Winnipeg last week.

E. Nicholson has been succeeded by W. W. Cairns in the grocery business at Edmonton, Alta.

W. A. Harrison, of Bovril, Ltd., Montreal, is on a business trip through the province of Saskatchewan.

Announcement has been made of a change of partnership in the Superior Wholesale Grocery Co. of Winnipeg.

Bert A. Thompson, formerly of Anderson & Thompson, Assiniboia, Sask., has opened up in business in Shaunavon, Sask.

D. D. Ferguson, of W. L. McKenzie Co., Ltd., Winnipeg, is enjoying a well-earned rest at his summer home, East Kildonan.

John Dodds has just returned to Winnipeg from Calgary, Saskatoon and Edmonton, where he has spent a very enjoyable vacation.

Nicholson & Rankin, Ltd., Winnipeg, etc., have been appointed Western distributors for Thompson's, Hamilton, manufacturers of jams and mince meat.

O. C. Bissell, sales manager for the Lantic Sugar Refineries, spent a few days in Winnipeg with their Western agents, H. P. Pennock & Co., Ltd., Vancouver.

Cecil Cooper, of the Quaker Oats Co., Saskatoon, Sask., has been promoted to the head office at Chicago, as poultry expert, to take charge of the sales of their national poultry feed called "Full of Pep."

It will be his duty to attend all the big national shows, including those held in Madison Square Gardens, New York. Mr. Cooper has been very active in the Saskatoon Poultry Association.

F. K. Keough, of Hills Bros., New York, was a visitor in Winnipeg last week, and renewed acquaintance with their Western representative, the Donald H. Bain Co.

Fred Campbell, of the W. C. Macdonald, Registered, branch inspector, paid a visit recently to the Western representatives, W. L. McKenzie Co., Winnipeg. Mr. Campbell is going through to the Coast.

Dominion Canners, B.C., Ltd., Vancouver, have almost completed an evaporating plant in Kelowna, B.C. This plant is installed with modern machinery and it is expected that it will be in operation shortly. They are putting up evaporated apples in five-pound cartons.

Do Not Approve of Half Holiday the Year Round

Brandon, Man. — As the result of a petition circulated among the merchants of this city by W. E. Crawford, president of the Retail Merchants' Association, it is not probable that the retail stores in this city will adopt the Thursday half-holiday plan the year around. The petition was circulated for the purpose of finding out how many merchants were in favor of the half-holiday being granted, and 35 merchants voted "No," and only three favored the plan.

Accordingly it looks very much as if the merchants of Brandon will reject the scheme.

Will Not Sell Groceries After Six in the Evening

Winnipeg.—Two hundred members of the Retail Stores' Association decided to have sign cards printed bearing the words "Groceries will not be sold in this store after six o'clock except on Saturday, when that section will be open until ten o'clock." It was decided to place the cards in a prominent position in the store. This step, it was decided, would prove conclusively to the public that the small dealer was anxious to comply with the by-law.

Remarks made by those at the meeting conveyed the impression that any agitation for sale of groceries after six o'clock in the evening should come from the general public.

The right of a confectionery store, carrying groceries as a side line, to remain open after six o'clock in the evening, was strongly upheld. Should the by-law be enforced, the order would be complied with in respect to groceries, but the store would remain open for the sale of confectionery, those present urged.

A special defence fund was started at the meeting to defray the expenses of members who might be prosecuted if the by-law is strictly enforced.

THE ORIGIN OF VEGETABLES

Spinach is a Persian plant.

Filberts came from Greece.

Quinces came from Corinth.

The turnip came from Rome.

The peach came from Persia.

The nasturtium came from Peru.

Horse radish is a native of England.

Melons were found originally in Asia.

Sage is a native of the south of Europe.

Sweet marjoram is a native of Portugal.

The bean is said to be a native of Egypt.

Damsons originally came from Damascus.

The pea is a native of the south of Europe.

Coriander seed came originally from the East.

The gooseberry is indigenous to Great Britain.

Ginger is a native of the East and West Indies.

Apricots are indigenous to the plains of America.

The cucumber was originally a tropical vegetable.

Pears were brought from the East by the Romans.

The walnut is a native of Persia, the Caucasus and China.

Capers originally grew wild in Greece and northern Africa.

Garlic came from Sicily and the shores of the Mediterranean.

Asparagus was originally a wild seacoast plant of Great Britain.

The clove is a native of the Malacca Islands, as also is the nutmeg.

Cherries were known in Asia as far back as the seventeenth century.

The tomato is a native of South America and takes its name from a Portuguese word.

Window Displays Sell Tons of One Kind of Flour

Saskatoon Grocers Prove Beyond a Doubt That Window Displays Can be a Great Help in Selling Merchandise—Heavy Sales of Flour

OVER 40 Saskatoon grocers satisfied themselves that as an advertising medium the store window would be hard to beat. Many tons of flour were sold in a special drive extending over a period of one week, while repeat orders for cereals kept the delivery wagons on the move. The occasion was a window display contest staged by a flour company who offered three valuable prizes to the Saskatoon grocers whose windows, in the judgment of independent persons, merited a prize.

To avoid any hitch in the plans the stores entering into the contest were fully stocked up with flour ahead of the opening day of the competition which was announced in the newspapers by half pages at a time. To interest the public each store featured a large sack of flour of unknown weight.

This sack was filled without being weighed and a large printed show card announced the terms of the contest. With each purchase made at any store in the contest one guess was permitted at the exact weight of the flour sack as it showed in the window, the exact or nearest exact guesser winning the sack of flour.

Judging on Points

Judging the contest were A. Hulsizer, display manager of the J. F. Cairns' departmental store, E. Evinson, display manager F. R. MacMillan, Ltd., and W. R. Kell, advertising manager of the Retail Merchants' Association. The judging was done on points in order that the smallest store should have an equal chance with the ones having large windows and more facilities for making a good display.

Points were awarded on the selling value of the window trim, the display of the prize sack, the originality of the display and general neatness, but almost without exception the displays were so good that the judges had no easy task to make a decision for second and third place.

The Winning Window

In their report first prize was awarded to McClocklin and Boyle, whose window, though undoubtedly helped by size, was, according to the judges, a marvel of neatness and attraction value. As a sales-making window it would be hard to beat. Every product manufactured by the company was displayed. Boxes of cereals were opened with fruits scattered over them in small dishes. Pans of flour were shown, each bearing a show card drawing attention to its whiteness or some other selling point. Great browned, crusty loaves of bread were scattered about the window, tempting the passer-by to insist that his bread be made of the displayed flour.

Second and third prizes went to Archie Middleton and Gibson's Grocery respectively. Both windows showed much care and forethought in working out an arranged plan, and must certainly have greatly increased the sales of flour and cereals sufficiently so as to greatly encourage the merchants for the work they had gone to.

Demand Breaks Up Display

One small store, working under the handicap of a tiny window in a side street, would have taken third prize for the neatness and originality of display had it not been that the trim had to be broken up in part to supply the demand. The surplus stock of two sizes of sacks was sold out before the arrival of the judges, and rather than turn down the continual demands the grocer was forced to break up his display.

QUESTION OF WAGES

(Continued from page 31)

confession. I am doing a big fruit business but I don't know the game. I think the only way I can get what is coming to me is to hire an expert fruit man and make him deliver the goods. I did $30,000 business in April and being interested in turning a large volume of business and working hard myself to do it, I am keeping the expense down to between eight and ten per cent. I am doing this in spite of being short of help.

"Yours truly,

"Jim Sweeney."

It will interest my first correspondent to know that Jim changed his business from credit to cash; then opened a branch store; then, as I have related hitherto, bought another store which he changed from credit to cash, found he was wrong in that, and changed back again. Now, with two cash and one credit store he is making money.

This shows that a man must use judgment and have the courage of his convictions, also that he must let the actual profit account decide how he will run his business. Jim is a good model to pattern after.

Big Profits in Some Towns

A young grocer who does business in what is perhaps the highest-priced town in America reports that he has studied rapid turnover, and as a result he carries an average stock of $6,800, and on that does a business of about $10,500 per month, or $126,000 a year. That would be just over 35 per cent., and would show twelve turns at that ratio. But I think that that is too strong even for his high-priced town and that he is omitting the factor of meat, which turns weekly, and fruits, vegetables and dairy products, of which his stock is always light at inventory time, as it moves out daily to weekly.

Any way, he is demonstrating what can be done when we go after our business on the right basis of a quick turn at the right ratio of margin. It is a wonderful business if you set out to know it and run it according to your best knowledge.

GROCERS LITTLE AFFECTED

(Continued from page 24.)

In view of the Government's action at that time, the refiners have a just claim to protection when the market has turned the other way.

"However, it is far from fair to the consumer that the prices should be held so high when sugar, in the ordinary course of events, should be marketed at only half present quotations."

"I am afraid that the grocers can do nothing but stand aside and let the consumer and refiners fight this problem out," said another grocer to Canadian Grocer representative. "Since we do not handle any more sugar than is necessary from day to day we are little affected by this ruling, but it seems quite unfair to the consumer now although the consumer benefited before. If the Government is going to protect the sugar refiners against the decline in price it is only logical that other manufacturers should have claim to the same protection.

"The clothing manufacturers, the boot and shoe manufacturers, the farmers, and the manufacturers of all leather goods may rightly feel that they have claim to some protection if the Government is going to carry out this policy.

"Personally I feel that this ruling cannot be legally carried out and that within a short time we will find that some importers are putting forward a test case for the higher courts to prove the legality of such ruling. If the Board of Commerce had no jurisdiction to carry out certain precautions last spring surely rulings now made have no more legality than they had at that time. At any rate we find that in many localities there are dealers who are willing to cut prices and retailers who are selling even below our wholesale price. The sugar market is not a vital one to the grocer at the present time since he is quite used to handling it during the last year or eighteen months with little or no profit. He can now carry on for at least three months without feeling any ill effect apart from the protest and indignation of his customers."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THERE are not many price changes manifested in the markets during the week. The tendency on most lines of commodities is for a gradual movement downward. Business and collections are reported satisfactory by wholesalers and retailers, although buyers continue to confine purchases to day to day requirements.

MONTREAL—Slightly easier prices are quoted this week on beef; beef cattle have been arriving in better supply. The change is not large, amounting to one or two cents a pound on certain cuts of meat. The egg market holds very firm at the high prices. Butter shows a strong market with an advance of one cent per pound. The lard market is very strong and shortening is also strong in sympathy with the lard market. The market for cooked meats has fallen off in demand owing to the cooler weather. Sugar is in a very unsettled condition. There may be a very sharp change in the prices within a few days and on the other hand present prices may hold for some time. There is a reduction of ten cents a gallon on the price of molasses. There is a general reduction in the price of nuts. Figs are lower and the quotations on evaporated apples show a reduction of four cents a pound. California dried fruits will this year be scarce and very expensive. Some Norwegian sardines are one dollar a case cheaper. The tea market shows more strength for the better grades. Coffee is expected to decline another cent a pound by the first of the month. Lamp chimneys are twenty-five and thirty-five cents a dozen dearer.

TORONTO—The markets generally continue to show indications for a gradual downward movement, although with the exception of cereals few price changes have been effected. Business on sugar has been practically suspended pending the outcome of the conference between the Government and the refiners. Many wholesalers are offering sugar below the present market price. It has been intimated from a reliable source that sugar would be ruling at a lower basis by the end of the week. The raw sugar market during the week has been quiet with rather a steady undertone. The weak condition on the grain market is reflected in the market for cereals and a further decline can be expected. Cornmeal and rolled oats has shown another decline during the week. Two brands of pancake flour and wheat flakes are reduced in price. A shipment of new crop Valencia raisins are on the market. Quotations are out on new pack evaporated apples and are several cents below last season's pack. New Grecian currants are on the water and will arrive on this market about the first of November. Grecian currants this year are running mostly to the better grades and the tendency is that prices on the different grades will not show as great a spread as in other years. Patras currants will probably be selling at practically the same price as Amalias and Vostizzas will be three or four cents under present quotations for old crop. A shipment of new crop prunes is rolling this way and will reach here around the first of next month. The primary markets for coffee, after steadying since the break of several weeks past, has again weakened and quotations are several cents lower; this will hardly affect the local market for some time to come as it takes two to three months for shipments to arrive in Canada after orders have been placed; importers, however, are booking orders on the lower basis. New crop California walnuts are being quoted at prices that compare with last year. The nut market is easy with lower quotations on shelled almonds and peanuts. There is a great deal of competition amongst wholesalers on canned tomatoes and corn and quotations show quite a spread. Following the stiffening of wheat, flour advanced fifty cents per barrel but on the other hand, millfeeds show a substantial decline. Lamp chimneys and one brand of bottled vinegar have advanced.

WINNIPEG—The sugar situation has been the main topic during the week. Corn syrups and starches are expected to be lower in sympathy with the corn market, while rolled oats, cornmeal, and other breakfast foods are also expected to be lower, due to the low tone of the grain market. First shipment of Thompson's seedless sultana raisins have arrived and prices are very high. The dried fruit market is reported very quiet. The shelled nut situation has shown a decided change, owing to the extremely low rate of exchange of the French franc, and some attractive prices for future deliveries on walnuts and almonds have been quoted. Florida grape fruit has arrived while large quantities of apples from Ontario and B.C. are now on the market.

QUEBEC MARKETS

MONTREAL, Oct. 22.—The feature of the grocery market this week is the general downward trend of list prices. The sugar market is well known to be in a very unsettled condition. Nothing definite can be said just at present as to its future. Molasses is reduced ten cents a gallon as a result of the lower prices of raws. The cereal market is unchanged but there is much cutting of prices among many lines. The best known lines are holding firm. There is almost a general reduction in the prices of nuts this week. Almonds are following walnuts in the downward trend of prices. Evaporated apples are reduced to sixteen cents per pound. Figs are cheaper in expectancy of the new supplies. Some Norwegian sardines are cheaper. The tea market shows more strength on the better grades. Oranges are dearer and are expected to remain so for some little time. Apples are dearer for the best grades. Lamp chimneys are advanced in price.

Sugar Market Unsettled

Montreal.

SUGAR.—The sugar market has not been in such a precarious condition for some time as it is to-day. The trade are watching carefully the outcome of the meeting between the refiners and the Government with a view to determining what the future holds for the sugar market. Prices vary considerably throughout the country. Reports show that cities along the border are selling much cheaper than inland dealers can buy. One town of Malone, which is just across the border from Quebec in New York State, is selling sugar at 9 cents a pound.

Grocers are only buying sugar for their every-day need and there is no idea of speculation. It is certain that if the Government does not take their hand in controlling the sugar market at this time prices will drop considerably to meet competition from the United States.

Atlantic Sugar Co., extra granulated, cwt.	19 50
Acadia Sugar Refinery, extra granulated..	19 50
Canada Sugar Refinery	19 50
Dominion Sugar Co., Ltd., crystal granu.	19 50
St. Lawrence Sugar Refineries	19 50
Icing, barrels	19 70
Do., 25-lb. boxes	20 10
Do., 50-lb. boxes	19 90
Do., 50 1-lb. boxes	21 20
Yellow, No. 1, bags	18 50
Do., No. 2	18 40
Dark Brown	18 30

Molasses Down Ten Cents

Montreal.

MOLASSES.—As a result of a very low market for raw sugar molasses has dropped 10 cents a gallon this week and prices for Montreal are quoted at $1.40 per gallon. Outside the city prices are five cents lower. This will not affect greatly the trade as it is reported that the supplies of molasses for some little time have been bought. However the molasses market is much weaker than it has been and this decline will enable some to buy and perhaps undersell others who have dearer stocks on hand.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 09
Half barrels, about 350 lbs...	....	0 09¼
Quarter barrels, about 175 lbs.	....	0 09¾
2 gal., 25-lb. pails, each	....	2 85
3 gal., 38½-lb. pails, each	....	4 25
5 gal., 65-lb. pails, each	....	6 85
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	6 60
5-lb. tins, 1 doz. in case, case	....	7 45
10-lb. tins, ½ doz. in case, case	....	7 15
		Prices for Island of Montreal
Barbadoes Molasses—		
Puncheons	....	1 40
Barrels	....	1 43
Half barrels	....	1 45
Puncheons, outside city	....	1 35
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case.	....	6 00
3-lb. tins, 2 doz. in case, case.	....	8 25
5-lb. tins, 1 doz. in case, case.	....	6 80
10-lb. tins, ½ doz. in case, case	....	6 65

Package Goods Unchanged

Montreal.

PACKAGE GOODS.—There is no change this week in package goods. There has been some expectancy toward a decline in certain package oats but this decline has not come yet. The prices on package oats vary considerably, some of the better known lines are holding, but others have dropped to lower quotations.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50		4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case...	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case....	....	2 50
Scotch Pearl Barley, case.....	....	2 60
Pancake Flour, case	....	3 60
Do., self-raising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.....	....	2 95
Oatmeal, fine cut, 20 pkgs.....	....	6 75
Porridge wheat, 36s, case.....	....	7 30
Do., 20s, case	....	7 50
Self-raising Flour (3-lb. pack.) doz.	....	3 30
Do. (6-lb. pack.), doz.	....	6 40
Corn Starch (prepared)	....	0 14
Potato flour	....	0 15½
Starch (laundry)	....	0 12½
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case..	....	5 50
Chinese Starch	....	7 00
Package Cornmeal	....	4 25
Malt Breakfast Food (36 pkgs.) .	....	12 50

Cereal Market Unchanged

Montreal.

CEREAL.—There is nothing new about the cereal market this week. Prices have been lowered considerably during the last few weeks and there is much competition for the business at this season. Prices are being cut on many brands but list prices hold for the better known lines.

Oatmeal, granu., fine, standard..	....	6 10
Rolled oats, 90 lbs.	....	5 25
Pearl Hominy	....	6 25
Cornmeal, Gold Bust Brand	....	6 00
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley	....	7 25

Best Teas Hold Firm

Montreal.

TEA.—A slightly stronger market is evident for the better grades of teas. The cheaper grades continue in their weak condition owing to the overstocked market with the cheap lines from the English market. Reports indicate that tea will likely be dearer when the importers go into the primary markets for their new supplies. Japan teas continue very firm with no changes.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee Prices on Decline

Montreal.

COFFEE.—The declining coffee market is well known to the trade and through the dealers the grocers have learned that an easier market may be looked for. The decline however will only be a gradual one. A drop of another cent a pound is expected by the first of November.

Rice Prices Lower

Montreal.

RICE.—The rice market continues in the very unsettled condition that has characterized it for some time. There is considerable cutting in prices. Some wholesalers are quoting Carolina rice at 17 cents, Siam at 9½ cents, Japan at 11½ cents and Texas at 10½ cents. These are reductions of from ½ to 2 cents per pound. The rice market is in a very weak condition at the present time.

RICE—		
Carolina, extra fancy	17 00	18 00
Do. (fancy)	....	18 00
Rangoon "B"	....	12 50
Rangoon "CC"	....	12 25
Broken rice, fine	....	8 00
Bell Rice, fine	....	16 00
Bell broken rice	....	10 00
Texas rice	....	10 50
Siam	....	9 50
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

A Good Spice Market

Montreal.

SPICES.—The spice market holds firm with a very good demand. There is no change in quotations this week.

Allspice	....	0 20
Cassia (pure)	0 30	0 33
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 75	0 80
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 42
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 65
Pepper, black	....	0 35
Do., white	....	0 45
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 15	0 18

Some Sardines Lower

Montreal.

CANNED GOODS.—There is nothing new to report in canned goods this week. Wholesalers say that the supplies of canned pineapple that were put on the market were quickly taken up and that once more the stocks are gone. The market was almost without pineapple when the last supplies arrived and all offerings were quickly picked up even at the high prices. Some Norwegian sardines are offered at a reduction of one dollar a case. Prices vary from $16 to $20 per case.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	2 15	2 20
Beans, Refugee	2 15	2 20
Corn, 2s	1 57½	1 62½
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 87½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	....	5 00
2½-lb.	....	6 50
1-lb.	....	3 75
Pears, 2s	4 25	4 50
Pears, 1s	4 25	4 50
Do., 2½s	....	7 20
Do., 2-lb.	....	5 40
Pineapples (grated and sliced), 2½-lb.	....	5 75
2-lb.	....	4 75
1-lb.	....	2 50
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25

Lower Prices on Nuts

Montreal.

NUTS.—There is a general slaughtering of prices on nuts this week. The nut market has fallen off considerably lately. Tarragona almonds are down 1 cent per pound to 29 cents. Sicily filberts are down 1 cent to 19 cents per pound. Grenoble and Marbot walnuts are down 1 cent a pound to 29 cents and 23 cents per pound. Shelled walnuts in general are down 1 cent per pound and Bordeaux are selling at 58 cents. Spanish shelled walnuts are selling at 57 cents per pound. One cent per pound is added to this cost when buying less than case lots.

Almonds, Tarragona, per lb.	....	0 29
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 40
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	....	0 19
Do., Barcelona	0 17	0 19
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Jumbo	0 19	0 22
Do., extra	0 16	0 19
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginit.	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 29	0 30
Do., large, No. 2, polished	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot Walnuts	....	0 23
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 50
Do., Bordeaux	....	0 58
Do., Chilean, bags, per lb.	....	0 33
Do., Spanish, shelled	....	0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Dried Apples Lower

Montreal.

DRIED FRUITS.—At last the trade have won out in the price of dried apples. The new quotations show a drop of 4 cents in the price of evaporated apples now to 16 cents per pound. It had been hoped that they would sell cheaper than this but 16 cents is quite a reduction on former quotations. Figs are reduced in expectation of the new crop arriving here. The general run of figs are selling at 11 cents per pound. Three crown are quoted at 22, five crown at 28, and seven crown at 30 cents. The California dried fruits are quoted so high that the trade are not touching them. Raisins are almost at a prohibitive price and some wholesalers state that as a result of holding off cuts in the prices may be expected. There is such an artificial demand in the United States and such high prices are being bid that Canadian dealers do not feel that they can pay the price demanded for Californian dried fruits.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 16
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 22	0 24
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown	....	0 27
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, 1b.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Potatoes May Be Higher

Montreal.

VEGETABLES.—There is very little change in the vegetable market this week. The supplies have noticeably fallen off in some lines which are almost out of season. Potatoes show tendencies to higher prices. It is reported that the potatoes will not keep this year as well as might be expected and that higher prices will result. There is an abundant supply of cabbages, pumpkins and onions on the market this week, prices varying as to size and quality of the vegetables.

Beets, per doz.	....	0 25
Beans, wax (20-lb. bags)	1 00	1 25
Do., new string (imp.) hamper	....	....
Cucumbers, Montreal, per doz.	....	0 20
Cabbage, Montreal, doz.	0 50	0 65
Chicory, doz.	....	0 50
Carrots, doz.	....	0 25
Corn, cob, per doz.	0 15	0 20
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 25	1 80
Do., sweet, hamper	....	3 25
Canadian Radishes, doz.	....	0 40
Spinach, box	....	0 75

Turnips, per doz.	....	0 40
Watercress (per doz.)	....	0 75
Montreal Tomatoes, per box	....	2 50
Cauliflower, per doz.	....	0 90
Spanish Onions, per case	....	5 25

Higher Prices on Oranges

Montreal.

FRUIT.—The feature of the fruit market this week is the stronger market for oranges. The average price is 25 cents higher, now around $9.75 per case, Apples, although plentiful throughout the country, remain dear in the city. Ten dollars and upwards is being asked for Macintosh Reds. Canadian peaches are still arriving and owing to the cooler weather there is not so much difficulty experienced in handling them.

Apples—		
Do., Fameuse, per bbl.	9 50	10 00
Do., Wealthy No. 1, per bbl.	....	7 50
Do., No. 2, per bbl.	....	7 00
Do., Alexander, per bbl.	6 00	6 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	4 25
Oranges, Cal., Valencias	....	10 00
Do., 100s and 150s	....	10 00
Do., 176s and 200s	....	10 00
Cal. Navels—		
80s, 100s	....	9 75
126s	....	9 75
150s	....	9 75
176s, 250s	....	9 75
Florida, case	....	9 75
Pineapples, crate	....	8 50
Canadian Peaches, 11 qts.	....	0 90
Plums, 11 qts.	0 50	0 60 0 80
Pears, 11-qt. basket	....	1 25
Canteloupes, crate (45)	....	9 00
Tokay Grapes, per box	....	5 00
Blue Grapes, 6 qts.	....	0 55

Flour Prices Unchanged

Montreal.

FLOUR.—There is no change in the price of flour this week. As far as can be seen the market for flour is holding firm.

Lamp Chimneys Are Higher

Montreal.

MISCELLANEOUS.—There has been a sharp advance in the price of lamp chimneys this week. The advance, due to the high price of glass, amounts to 25 to 35 cents per doz. No. 1 is now quoted at $1.60 and No. 2 at $1.75 per dozen. There is a decline of 75 cents in the price of caustic. The present price is $7.25.

ONTARIO MARKETS

TORONTO, Oct. 22.—Cereals continue to be weak and further price reductions have been manifest on rolled oats and corn meal also package pancake flour, wheat flakes and puffed wheat. The sugar situation is unchanged, some wholesalers continuing to offer sugar at lower prices than the refiners. New Valencia raisins are on the market. New California prunes and Grecian currants are expected about the first November. New pack evaporated apples are quoted at five to six cents per pound under last season's pack.

The coffee market is weak and reductions will be manifest when new crop arrives. New crop California walnuts are quoted to arrive. Shelled almonds and peanuts show a slight shading in price. There is a great deal of competition amongst jobbers on the new pack canned tomatoes and corn, quotations have a spread of thirty-five cents per dozen. Vegetables and fruits are ruling steady. Flour advanced fifty cents per barrel and millfeeds show substantial reductions.

Sugar Offered Lower

Toronto.

SUGAR.—Business on this line has been practically suspended pending the outcome of the conference between the Government and the refiners. The majority of wholesalers are offering sugar at prices below the market. In one quarter the ruling price for granulated is $18 and yellow $16.90. It has been intimated from a fairly reliable source that the end of this week would see sugar down to a 17-cent basis. The raw sugar market during the week has been quiet on a price basis of 7 cents per pound and has developed a rather steady undertone.

St. Lawrence, extra granulated, cwt.	$19 71
Atlantic, extra granulated	19 71
Acadia Sugar Refinery, extra granulated	19 71
Dom. Sugar Refinery, extra granulated	18 71
Canada Sugar Refinery, granulated	19 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: **50-lb. sacks,** 25c; barrels, 5c; gunnies, 5 20s, 40c; **gunnies, 10/10s, 50c; cartons,** 20 5s, 60c; cartons, **50/2s, 75c.**

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, $1; No. 2, $1.10; No. 3, $1.20.

Acadia granulated, advance over basis: **gunnies,** 5/20s, 40c; gunnies, 10/10s, 50c; cartons, **20/5s,** cartons, 50/2s, 70c. Yellows same as above.

Syrups Are Quiet

Toronto.

SYRUPS.—Syrups and molasses are unchanged under a quiet demand. The depressed condition of the American corn market from which corn syrups are manufactured may have a tendency to reduce the price on corn syrups. On the other hand, manufacturers state that the continued high cost of tins and cases will hardly warrant any further reductions at the moment. Lyle's syrup is quoted at $4.50 per dozen for the two pound size.

Corn Syrups—		
Barrels about 700 lbs., yellow.	....	0 09
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 60
Cases, 5-lb. tins, white, 1 doz. in case	....	7 45
Cases, 10-lb. tins, white, ½ doz. in case	....	7 15
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 00
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 85
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 55
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	....
New Orleans, bbls., gal.	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Rolled Oats Weak

Toronto.

CEREALS.—The weak condition on the grain market is reflected in the market for cereals and further declines on all lines can be expected. Corn meal has shown another decline during the week, amounting to 25 cents per bag, reducing quotations to $5.50. Rolled oats have been shaded five cents per bag in single bag lots, now quoted at $4.45, and in 25 bag lots the price is $4.30.

	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	7 75
Barley, pot, 98s	6 25
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	5 50
Do., fancy yellow, 98s	5 75
Oatmeal, 98s	5 00
Oat Flour	....
Corn Flour, 98s	6 25
Rye Flour, 98s	6 25
Rolled Oats, 90s	4 45
Rolled Wheat, 100-lb. bbl.	7 75
Cracked wheat, bag	6 75
Breakfast food, No. 1	6 25
Do., No. 2	6 25
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	8 40
Blue peas, lb.	0 10
Marrowfat green peas	0 08¼
Graham Flour, 98s	5 75
Whole wheat flour	5 85
Wheat kernels, 98s	7 35
Farina, 98s	6 20

Pancake Flour Down

Toronto.

PACKAGE GOODS.—The general outlook for package cereals is for lower prices. Quotations, however, are not expected to recede to such a large extent as the reductions on bulk cereals in view of the high cost of packages. Wheat flakes dropped 50 cents per case, now quoted at $6. White Swan pancake flour has been reduced 10 cents per case, bringing the price down to $4. Quaker pancake flour is now quoted at $3.70 per case, a reduction of 15 cents. Puffed wheat is down 20 cents per case, now quoted at $4.40.

PACKAGE GOODS

Rolled Oats, 20s, round, case	5 60	5 80
Do., 20s, square, case	5 60	5 80
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	3 60
Cornstarch, No. 1, lb. cartons	....	0 13½
Do., No. 2, lb. cartons	....	0 12
Laundry Starch	....	0 10¾
Do., in 1-lb. cartons	....	0 11¼
Do., in 6-lb. tin canisters	....	0 15
Do., in 6-lb. wood boxes	....	0 14¼
Celluloid Starch, case	....	5 00
Potato Flour, in 1-lb. pkgs.	....	0 14
Fine oatmeal, 20s	....	6 80
Cornmeal, 24s	....	3 80

Farina, 24s		3 50
Barley, 24s		3 50
Wheat flakes, 24s		6 00
Wheat kernels, 24s		5 40
Self-rising pancake flour, 24s		4 00
Buckwheat flour, 24s		4 00
Two-minute Oat Food, 24s		3 75
Puffed Wheat, case		4 40
Puffed Rice, case		5 70
Health Bran, case		2 85
F.S. Hominy, gran., case		3 80
Do., pearl, case		3 80
Scotch Pearl Barley, case		2 90
Self-rising Pancake Flour, 30 to case		4 20
Do., Buckwheat Flour, 30 to case		4 20
Self-rising Pancake Flour, 36 to to case		7 15
Do., Buckwheat Flour, 18 to case		4 10

Spices Are Steady

Toronto.

SPICES.—The market for spices is holding steady with rather a firm undertone on peppers. Manufacturers report a fairly active business on these lines.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon		0 55
Cloves		0 65
Cayenne	0 35	0 37
Ginger, Cochin		0 35
Do., Jamaica		0 45
Mustard, pure		0 55
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices		0 30
Mace		0 75
Peppers, black		0 35
Do., white		0 45
Paprika, lb.	0 80	0 85
Chillies, lb.		0 60
Nutmegs, selects, whole 100s		0 55
Do., 80s		0 60
Do., 64s		0 70
Do., ground	0 40	0 50
Mustard seed, whole		0 25
Celery seed, whole		0 40
Coriander seed		0 20
Carraway seed, whole		0 30
Tumeric		0 28
Curry Powder		0 40
Cream of Tartar—		
French, pure	0 75	0 80
American high-test, bulk	0 85	0 90
2-oz. packages, doz.		1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Valencia Raisins Arrive

Toronto.

DRIED FRUITS.—A shipment of new crop Spanish Valencia raisins has arrived and are offered at 25 cents per pound. Quotations are out for new pack evaporated apples and show a reduction from last year, prices are 15 to 16 cents per pound. New Grecian currants are on the water and will arrive on this market probably about the first of November. Grecian currants this year are running mostly to the best grades and the tendency is that the prices on the different grades will not show such a spread. Importers are of the opinion that Patras will be selling at practically the same price as Amalias and that Vostizzas will be down about three cents per pound from present quotations on old stock. A shipment of new crop prunes is rolling this way and is expected to reach here about the first of next month. The market for California dried fruits is holding steady, although it is the opinion in some quarters that prices will be shaded.

Evaporated apples	0 15	0 16
Candied Peels, American—		
Lemon		0 48
Orange		0 50
Citron		0 80
Currants—		
Greek Filiatras, cases		0 16¾
Do., Amalias	0 18½	0 19
Do., Patras		0 22
Do., Vostizza		0 23½
Australians, 3 Crown, lb.		0 18
Dates—		
Excelsior, pkgs., 3 doz. in case		5 70
Dromedary, 9 doz. in case		7 25
Fard, per box, 12 to 13 lbs.		
Hallowee dates, per lb.	0 18	0 23
Prunes—		
30-40s, 25s		0 31
40-50s, 25s	0 25	0 28
50-60c, 25s		0 23½
60-70s, 25s		0 21½
70-80s, 25s		0 18½
80-90s, 25s		0 16½
90-100s, 25s		0 15½
Sunset prunes in 5-lb. cartons, each		1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy		0 46
Choice		0 42
Standard		0 34
Raisins—		
California bleached, lb.		0 27½
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets		0 29
Crown Muscatels, No. 1, 25s		0 26
Turkish Sultanas		0 26
Thompsons, Seedless		0 30
Valencia		0 25

Coffee in Weak Market

Toronto.

COFFEES.—The primary markets for coffee, after steadying since the break of several weeks ago, have again weakened with quotations several cents lower. This will hardly affect the local market for some time as it takes two or three months for shipments to arrive in Canada. Importers, however, are booking orders on the lower basis.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.		
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaice		0 53
Mocha, lb.		0 55
Rio, lb.	0 35	0 37
Santo		0 42

Nut Market Easy

Toronto.

NUTS.—New crop California walnuts to arrive are quoted at 39 and 40 cents per pound in bags containing about 90 pounds. Nuts in the shell (old crop) are being offered at a variety of prices depending on the stocks being held by wholesalers who are now anxious to clean up pending the arrival of new crops. Shelled almonds are down one cent, now quoted at 55 cents per pound in case lots and 60 cents in broken lots. Peanuts continue to rule easy with quotations down one half cent.

Almonds, Tarragonas, lb.	0 25	0 30
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	0 26	0 30
Do., Marbot	0 26	0 28
Filberts, lb.	0 19	0 21
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack		9 50
Cocoanut, unsweetened, lb.		0 35
Do., unsweetened, lb.		0 42
Do., shred		0 30
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.		0 32
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 55	0 60
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.	0 60	0 65
Peanuts, Spanish, lb.		0 19
Do., Chinese, 30-32 to oz.		0 15
Do., Java		0 14
Brazil nuts, lb.		
Pecans, lb.		1 15

Medium Teas Easier

Toronto.

TEAS.—The primary market conditions on common and medium grade teas are easier with quotations shaded lower. The finer grades continue to be scarce with quotations holding at the high figures. The general trend of the market for teas that are in most demand is for easier prices.

Ceylons and Indians—		
Pekoe Souchongs	$0 40	$0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes		0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 58
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Corn and Tomatoes Unsettled

Toronto.

CANNED GOODS.—There is a great deal of competition amongst jobbers on the new pack canned tomatoes and corn. Prices range from $1.50 to $1.65 per dozen on corn and tomatoes range from $1.72½ to $1.95 per dozen. Sockeye salmon ones are quoted at $5.80 per dozen, Cohoe ones at $3.0, and Pinks at $2.10. California Tips ones are $5.50 per dozen and Butts 2½s are 6.6 per dozen.

Salmon—		
Sockeye, 1s, doz.		5 80
Sockeye, ½s, doz.		3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s		2 50
Choe, 1s, doz.		3 60
Do., ½s, doz.		2 00
Pinks, 1s, doz.		2 10
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.		
Peas, Standard, doz.	1 80	1 90
Do., Early June, doz.		2 00
Do., Sweet Wrinkle, doz.		
Beets, 2s, doz.		1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.		2 00
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn		1 65
Pumpkins, 2½s, doz.		1 85
Spinach, 2s, doz.		1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.		5 00
Apples, gal., doz.		6 25
Peaches, 2s, doz.		4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.		4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.		5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each		1 43
Black Currants, 16 oz., doz.		5 65
Do., 4s, each		1 50
Gooseberry, 4s, each		1 43
Do., 16 oz., doz.		5 35
Peach, 4s, each		1 25
Do., 16 oz., doz.		4 80
Red Currants, 16 oz., doz.		5 50
Raspberries, 16 oz., doz.		5 65
Do., 4s, each		1 50
Strawberries, 16 oz., doz.		5 65
Do., 4s, each		1 50

Potatoes Are Steady

Toronto.

VEGETABLES.—The vegetable market is represented with large supplies of

every variety. Potatoes are holding steady at $1.65 to $1.75 per bag. It is the general opinion that potatoes have reached the lowest price for the present. Farmers apparently are not willing to let their crop go and are storing more than usual in their own cellars, having in mind the high prices of last spring. It is a little early as yet to get any definite information as the potato digging has just nicely started. Sweet potatoes are up 25 cents, now quoted at $2.75 per hamper. Cabbage are in abundance at 50 cents per dozen. Spanish onions are down 25 cents per crate, now selling at $5.25.

Cabbage, Can., per doz.	....	0 50
Parsley, domestic, per 11-qt. bask.	....	0 50
Carrots, per 75-lb. bag	0 85	1 00
Beets, per 75-lb. bag	....	1 00
Turnips, per 75-lb. bag	0 65	0 75
Parsnips, bag	....	1 25
Onions, 100-lb. sack	....	2 00
Do., Spanish, large crate	....	5 25
Do., small crate	....	3 25
Do., pickling	1 00	2 00
Tomatoes, Ont., 11-qt. bskt.	....	0 60
Green Peppers, hot, 11-qt. bskt.	....	0 50
Do., sweet, 11-qt. bskt.	0 75	1 00
Vegetable Marrow, doz.	....	0 50
Celery	0 75	1 00
Egg Plant, 11-qt. basket	....	0 50
Potatoes, per bag	1 65	1 75
Sweet Potatoes, hampers	....	2 75

Fruit Prices Steady

Toronto.

FRUITS.—Canadian basket fruits are gradually diminishing for this season but quotations on the supplies that are coming are ruling low. B.C. boxed apples, Jonathan and McIntosh, are arriving freely and are quoted at $4.50 per box. California Tokay grapes are up to $4.50 and $5 per lug. Valencia oranges are holding steady at $8 to $9.50 per case.

Oranges, Valencias—		
126s	....	8 00
150s	....	8 50
176s, 200s, 216s, 250s	....	9 50
Bananas, Port Limons	....	0 11
Lemons, Cal., 240s	....	5 50
Do., Messinas, 300s	....	4 50
Grapefruit, 46s to 96s	6 75	7 50
Cantaloupes, Canadian, basket	0 50	0 75
Pears, Oregon, per box	....	6 50
Do., Canadian Bartlett, bskt.	0 75	0 85
Grapes—		
California Tokay	4 50	5 00
Blue, green, red	....	0 50
Apples, Duchess, box	....	1 50
Do., per barrel	4 00	6 00
Plums, 6-qt. basket	0 30	0 50
Do., 11-qt. basket	0 60	0 75
Peaches, 6-qt. basket	0 50	0 60
Do., 11-qt. basket	0 60	0 85
Cranberries, ½ barrels	....	7 00
Do., barrels	....	13 50

Flour Up 50 Cents

Toronto.

FLOUR.—Following the recent firming of the wheat market, flour advanced 50 cents per hundred. The market is firm.

FLOUR—		
Patent Firsts, in jute bags, per barrel	....	13 00
Do., seconds, in jute bags, per barrel	....	12 50

Millfeeds Reduced

Toronto.

MILLFEEDS.—A reduction of $5 per ton has been manifest on millfeeds. Shorts are now quoted at $45.25 per ton. Bran $40.25 and choice middlings $52.25.

MILLFEEDS—		
Shorts, per ton	....	45 25
Bran, per ton	....	40 25
Choice Middlings, ton	....	52 25

Lamp Chimneys Higher

Toronto.

MISCELLANEOUS.—Lamp chimneys have advanced, now quoted "A" size, cases of 8 dozen, $12.70. "B" size, cases of 6 dozen, $10.35. Cosgrave's vinegar has advanced as follows: cases 2 dozen small size, $2.90. Cases one dozen large size, $2.25.

Honey Steady

Toronto.

HONEY.—Honey is ruling steady at 28 cents per pound in 5-pound pails and 26 cents per pound in 60-pound tins.

WINNIPEG MARKETS

WINNIPEG, Oct. 22.—The markets show few price changes during the week. Corn syrups and starches are easier with a tendency for lower prices. Some package teas have been reduced in price. Spices, nuts and rices are ruling in an easy market. Ontario and B.C. apples are arriving freely. There is a scarcity of Manitoba potatoes but good supplies are arriving from other Western provinces.

Sugar Unsettled

Winnipeg.

SUGAR.—The sugar situation is very unsettled at the present time, due to the action of the Board of Commerce and the subsequent action by the Government. On the local market the demand for sugar is moderate and sales are reported light for the time of the year.

Lantic granulated, 100-lb. bag	$20 80
Acadia granulated, 100-lb. bag	20 80
Redpath granulated, 100-lb. bag	20 80
St. Lawrence granulated, 100-lb. bag	20 80
Dominion granulated, 100-lb. bag.	18 80
Yellow sugar, 100-lb. bag	19 70
Powdered Sugar 50-lb. boxes, per cwt.	21 35
Icing Sugar, 50-lb. boxes, per cwt.	21 45
Lump sugar, soft, 100-lb. boxes, per cwt.	21 75
Do., hard, 100-lb. boxes, per box	21 95
Cubes, 100-lb. boxes, per box	21 35

Corn Syrup Easier

Winnipeg.

SYRUPS.—The corn syrup market is reported easier, due to the large corn crop in the United States and further reductions in prices are expected. There is no change in the molasses market this week.

CANE SYRUPS—		
2-lb. tins, 2 doz. in case	....	8 80
5-lb. tins, 1 doz. in case	....	10 30
10-lb. tins, ½ doz. in case	....	9 80
20-lb. tins, ¼ doz. in case	....	9 55
CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 90
Cases, 5-lb. tins, white, 1 doz. in case	....	7 80
Cases, 10-lb. tins, white, ½ doz. in case	....	7 55
Cases, 20-lb. tins, white, ¼ doz. in case	....	7 55
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 30
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 20
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	6 95
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz.	....	24 50
Pure, 10s, per case of ½ doz.	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
Above subject to a discount of 10 per cent.		
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Starch May Be Lower

Winnipeg.

STARCH.—A further decline on starch is expected, due largely to lower prices on corn on the United States market.

Cornstarch, 1-lb. pkgs., per lb.	....	0 11
Do., No. 1 quality, 1-lb. pkgs.	....	0 12½
Gloss, 1-lb. pkgs., per lb.	....	0 13¼
Celluloid, 1-lb. pkg., per case.	....	5 15

Cereals Are Easy

Winnipeg.

CEREALS.—The demand for heavier breakfast foods has shown a decided increase during the past week, but the market continues to rule easy. Both wholesalers and retailers are buying very carefully, and are confining their orders entirely to immediate needs.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons.	4 75	5 50
Do., 36s, case, square pkts.	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	....	4 00
Puffed Wheat, 3 doz. case, case	....	4 60
Puffed Rice, 3 doz. case, case	....	5 70
Cream of Wheat, 3 doz. case, case.	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case	....	3 75
BULK CEREALS		
Rolled Oats, 80s, per bag	....	4 20
Do., 40s, per bag	....	2 18
Do., 20s, per bag	....	1 14
Do., 10-8s, per bale	....	5 10
Do., 15-6s, per bale	....	5 85
Oatmeal, 98s gran. or stand., bag	....	5 25
Wheat Granules, 98s, per bag	....	7 10
Do., 16-6s, per bale	....	8 60
Peas, whole, green, 100-lb. bag, bush.	....	6 00
Do., split, yellow, 98s, per bag	....	9 00
Do., split, yellow, 49s, per bag	....	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	....	5 30
Do., Lima, 100-lb. bag, per lb.	....	0 15¾
Barley Pot 98s, per bag	....	5 50
Do., pearl, 98s, per bag	....	8 60
Cornmeal, 98s, per bag	....	5 60
Do., 24s, per bag	....	1 45
Do., 10-10s, per bale	....	6 75
Buckwheat grits, whole, 98-lb. bags, per bag	....	11 00

High Grade Teas Firm

Winnipeg.

TEAS.—Market for fine teas is holding firm, and there is a noticed scarcity of same, while stocks of inferior grades have to some extent upset the tea market. Several local packers have reduced the price on package teas. This is the result of teas bought on a lower market some months ago.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 43	0 50
Do., second quality	0 43	0 45

Pekoes, first quality	0 49	0 53
Do., second quality	0 38	0 42
Broken Pekoe, first quality	0 52	0 60
Braken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Coffee Unchanged

Winnipeg.

COFFEE.—The primary market for coffee continues to rule with a weak undertone. The local market is reported to be very healthy and the demand is excellent. There is no change in prices.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 42	0 44
COCOA—		
In 1-lbs., per doz.		6 25
In ½-lbs., per doz.		3 25
In ¼-lbs., per doz.		1 70
In small size, per doz.		1 25

Spice Market Steady

Winnipeg.

SPICES.—The spice market continues to rule steady. The demand for pickling spices has been very active during the past few weeks The new paprika crop is arriving on the market with very little difference in price.

Allspice, Jamaica, best quality, lb.	0 23
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 85
Do., No. 10, carton, doz.	1 00
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 85
Ginger, washed, Jamaica, No. 1	0 55
Do., Jamaica No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	0 70
Do., large brown, 85 to lb., lb.	0 65
Do., med. brown, 110 to lb., lb.	0 55
Do., carton of six, per doz.	0 80
Pepper, black, Singapore ex., lb.	0 36
Do., white, do., per lb.	0 50
Pickling, ¼-lb. pkg., per doz.	1 00
Do., bulk, No. 1, per lb.	0 28
GROUND SPICE.	
Allspice, bulk, per lb.	0 25
Do., No. 2, per lb.	0 25
Do., 2 oz. cartons	0 80
Do., 4 oz. cartons	1 20
Cassia, No. 1, bulk, per lb.	0 35
Do., No. 2, bulk, per lb.	0 30
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 50
Cinnamon, bulk, per lb.	0 45
Do., 2 oz. cartons	1 15
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 90
Do., 2 oz. cartons	1 70
Do., 4 oz. cartons	2 75
Cayenne, No. 1, bulk, per lb.	0 40
Do., No. 1, 4 oz. cartons	1 65
Do., No. 1, 2 oz. cartons	1 10
Ginger, No. 1, bulk, per lb.	0 58
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 95
Do., No. 2, bulk, per lb.	0 40
Mace, No. 1, bulk, per lb.	0 85
Do., No. 1, 2oz. cartons	1 65
Do., No. 1, 4 oz. cartons	2 70
Nutmeg, No. 1, bulk, per lb.	0 50
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 85
Pastry spice, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 80
Pickling spice, No. 1, bulk, per lb.	0 38
White Pepper, No. 1, bulk, per lb.	0 49
Do., No. 2, Singapore, per lb.	0 47
Black pepper, No. 1, bulk, per lb.	0 35
White pepper, No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 95
Black pepper, No. 1, 2 oz. cartons	0 95
Do., No. 1, 4 oz. cartons	1 60

Rice Market Easy

Winnipeg.

RICE.—The rice market is somewhat easier. Spot stocks are reported light and prices are expected to decline when new crop arrives on market.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 14¾
Do., 50-lb. sacks, lb.	0 14⅞
Siam, Elephant, 100-lb. bags	0 11½
Do., 50-lb. bags, lb.	0 11⅝
Sago, sack lots, 130 to 150 lbs., per lb.	0 09½
Do., in less quantities, lb.	0 10
Tapioca, pearl, per lb.	0 09½

Canned Goods Quiet

Winnipeg.

CANNED GOODS.—There is very little interest in the canned goods market at the present time. New opening prices have been named on the late vegetables and fruits and are from 5 to 10 cents a dozen cheaper than last year's prices. When the high freight rates are taken into consideration the new prices will be in excess of last year's. New canned goods are arriving freely but the trade is very limited as there is an inclination that prices are on the downward trend, and the trade is buying very sparingly.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.		3 35
Do., ½s, 4 doz. case, doz.		6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.		8 60
Do., 2s, 8 oz., 2 doz. case, case		7 60
Pilchards, 1s, tall, 4 doz. case, case		7 50
Do., ½s, flat, 8 doz. case, case		10 00
Salmon—		per case
Sockeye, 1s, tall, 4 doz. case		21 75
Do., ½s, flat, 8 doz. in case		23 50
Red Spring, 1s, tall, 4 doz. case		15 75
Do., ½s, flat, 8 doz. case		17 75
Cohoe, 1s, tall, 4 doz. case		14 50
Do., ½s, flat, 8 doz. case		16 50
Pink, 1s, tall, 4 doz. case		10 40
Do., ½s, flat, 8 doz. case		12 25
Humpback, 1s, tall, 4 doz. case		8 60

CANNED FRUIT (Canadian)		Per case
Apples, 6 tins in case, per case	3 40	3 85
Blueberries, 2s, 2 doz. case		7 00
Cherries, 1s, 4 doz. case		11 00
Gooseberries, 2s, 2 doz. case		9 50
Lawtonberries, 2s, 2 doz. case		9 50
Peaches, 2s, 2 doz. case		8 50
Pears, 2s, 2 doz. case	6 50	8 30
Plums, Green Gage, 2s, 2 doz. case		6 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case		5 75
Raspberries, 2s, 2 doz. case	9 50	9 60
Strawberries, 2s, 2 doz. case		10 50

CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case		13 00
Peaches, 2½s, 2 doz. case		13 20
Peaches, sliced, 1s, 4 doz. case		14 00
Do., halved, 1s, 4 doz. case		13 85
Do., 2s, 2 doz. case		3 50
Pears, 1s, 4 doz. case		16 00
Pineapples, sliced, 2s, 2 doz. case	8 00	8 75

CANNED VEGETABLES		Per case
Asparagus Tips, 1s, tins, 4 doz case, per doz.		2 75
Beans, Golden Wax, 2s, 2 doz. case		4 75
Beans, Refugee, 2s, 2 doz. case		4 50
Corn, 2s, 2 doz. case		4 20
Peas, Standard, 2s, 2 doz. case		4 10
Peas, Early June, 2s, 2 doz. case		4 70
Sweet Potatoes, 2½s, 2 doz. case		6 40
Pumpkin, 2½s, 2 doz. case		3 00
Sauer Kraut, 2½s, 2 doz. case		4 90
Spaghetti, 2½s, 2 doz. case		5 40
Tomatoes, 2½s, 2 doz. case	4 20	4 50
Spinach, 2½s, 2 doz case		5 70

New Raisins Arrive

Winnipeg.

DRIED FRUITS.—The first shipment of Thompson's bleached sultana seedless raisins have arrived and are quoted at 30 cents per pound, with fancy at 26½ cents a pound, and choice at 23½ cents. The prune market is reported weak.

DRIED FRUIT		
Evaporated Apples, per lb.		0 19
Currants, 90-lb., per lb.		0 22
Do., 8 oz., pkgs., 6doz. case, lb.		0 16½
Dates, Hallowee, bulk, lb.		0 23
Do., Tunis, bulk, lb.		0 26
Do., Package, 8 doz. case, lb.		0 17
Figs, Spanish, per lb.		0 16½
Do., Smyrna, per lb.		0 23
Do., black, cartons, per carton		0 80
Loganberries, 4 doz. case, pkt.		0 35
Peaches, standard, per lb.	0 29	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton		1 56
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton		1 75
Prunes—		
30-40s, 25s, per lb.		0 32
40-50s, 25s, per lb.		0 27
50-60s, 25s, per lb.		0 21
60-70s, 25s, per lb.		0 18¼
70-80s, 25s, per lb.		0 17
80-90s, 25s, per lb.		0 17
90-100s, 25s, per lb.		0 16¼
In 5-lb. cartons, per carton		1 80
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.		0 24
Choice seeded, 15 oz., 3 doz. to case, per pkg.		0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.		0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.		0 19
Cal., bulk, seeded, 25-lb. boxes		0 25½
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.		0 21
Do., bulk., seedless, 25-lb. boxes, per lb.		0 28
Apricots, choice, 25s, lb.		0 45
Do., 10s, lb.		0 47
Do., Standard, 45s, lb.		0 40
Do., choice, 10s, lb.		0 42
Do., fancy, 45s, lb.		0 50
Do., do., 10s, lb.		0 52

Walnuts Easier

Winnipeg.

NUTS.—There is a decided change in the shelled walnut and almond situation this week. Owing to the extremely low rate of exchange on the French franc, some very attractive prices for future deliveries on walnuts and almonds have been quoted. Spot stocks on these lines are considered good property as the new cracked nuts have not arrived on this market as yet. Last year's new crop did not reach this market until the beginning of December. The shelled peanut market remains very easy, and the market is a very uncertain one.

NUTS, Shelled—		
Almonds, per lb.	0 54	0 58
Spanish Peanuts, No. 1, per lb.		0 19
Pecans, per lb.		1 10
Walnuts, per lb.	0 60	0 62
Nuts in shell—		
Peanuts, roasted, Jumbo, per lb.		0 25
Almonds, per lb.		0 35
Filberts, per lb.		0 30
Walnuts, per lb.	0 25	0 35
Pecans, per lb.		0 32

Florida Grape Fruit Arrive

Winnipeg.

FRUIT.—Fruit business is reported good this week. Large quantities of apples from both Ontario and B. C., such as MacIntosh reds, Jonathans, Wagners, Rome Beauty, spys, Stayman and Grimes have arrived, and the quality is exceptionally good. There is a decided scarcity of winter apples in B. C., and it hardly seems probable that prices will be lower. Cheaper and lower grades are plentiful, but the winter varieties are

(Continued on page 46.)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Oct. 21. — Flour advanced 30 cents per barrel, price now basis of $12.65. Millfeeds dropped $2 per ton. Sugar dropped $1 per hundred, now quoted $18. Fresh butter is selling at 64 cents. Fresh eggs 88 cents per dozen. Cheese, lard and fresh meats are unchanged. Onions are $3.50 per bag. Potatoes $43 per ton. Cape Cod cranberries are quoted 20 cents pound in barrels. Gravenstein apples $3.50. Jonathans $3.75. Snows $4. Pippins $3.25. Oranges average $9.50 per case. California walnuts are quoted at 39 cents per pound. Manchurian walnuts 26 cents. Manchurian almonds 36 cents. Paper shell almonds 37 cents. Brazils and filberts 33 cents. Cocoanuts $2.25 per dozen.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Oct. 21.—Rolled oats have dropped 20 cents. Flour advanced 30 cents per barrel. Sugar declined $100, now quoted $20.47. Matches are slightly higher, also molasses in cans. Some reductions have been made in proprietary brands coffee. Louisiana rice, Patna style, is offered at 15½ cents and broken at 9½ cents. Large Ontario cheese is quoted at 32½ cents. Evaporated apples are lower. Eggs are steady. Canned tomatoes 2½s are down to $4.30 and $4.60.

Flour, first patents, bbl.	....	13 80
Do., second patents, bbl.	....	13 60
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	4 35
Rice, Siam	11 85	12 50
Japan, No. 1	13 50	14 50
Tapioca, lb.	0 09	0 11½
Sago, lb.	0 09	0 11
Sugar, pure cane, granulated, cwt.	....	20 47
Cheese No. 1, Ont., large	....	0 32½
Alberta cheese, twins	....	0 29
Do., large	....	0 31
Butter, creamery, lb.	....	0 63
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s	....	18 60
Eggs, new laid, local, case	....	20 00
Do., storage, case	....	19 00
Tomatoes, 2½s, standard, case	4 30	4 60
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case	4 50	4 75
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case	9 75	10 40
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples evaporated 50s	0 18	0 20
Do. 25s, lb.	0 19	0 21
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	....	8 50
Prunes, 90-100s	....	0 16
Do., 70-80s	....	0 17½
Potatoes, local, ton	....	40 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Oct. 21.—Dealers report an active Thanksgiving trade. Poultry, except chickens, are scarce. The markets show few changes from last week. Little buying is being done by wholesalers because of the uncertain conditions. Flour advanced to $15.25. Cornmeal has been reduced to $4. Canned tomatoes are easier, now quoted at $4.20. Potatoes are holding firm at $4. Breakfast bacon has been advanced to 48 and 52 cents.

Flour, No. 1 patents, bbls., Man.	....	15 25
Cornmeal, gran., bags	....	6 75
Cornmeal, ordinary	....	4 00
Rolled oats	....	11 75
Rice, Siam, per 100 lbs.	12 00	12 50
Tapioca, 100 lbs.	16 00	17 00
Molasses	1 40	1 50
Sugar—		
Standard, granulated	....	19 60
No. 1, yellow	....	18 50
Cheese, N.B.	0 30	0 31
Eggs, fresh, doz.	0 75	0 80
Do., case	0 68	0 72
Lard, pure, lb.	0 32½	0 32¾
Do., compound	0 24¾	0 25
American clear pork	51 00	53 00
Tomatoes, 2½s, standard, case	....	4 20
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 48	0 52
Butter, creamery, per lb.	0 68	0 70
Do., dairy, per lb.	0 64	0 66
Do., tub	0 58	0 60
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	....	3 60
Tomatoes, 2s, standard case	....	4 20
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....

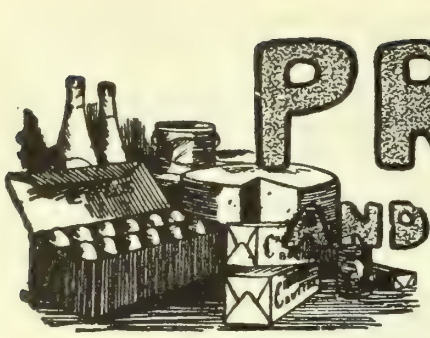
Stocks of 1915 Sugar Are Not Held

Fort William a Distributing Centre—Stocks Held There Since June, 1920—Newspapers Again Mixed — Second-hand Sugar is Still Available

"FORT WILLIAM is one of our distributing points, and consequently stocks must be held there. There is no 1915 sugar held here in storage nor is there any 1919 sugar. The daily papers are apparently a little mixed as usual. We have been using Fort William as a distributing centre since 1915 and the papers have taken it for granted that we are still holding sugar made in that year." So stated Major LeGallais, Toronto representative for Atlantic Sugar Refinery, to Canadian Grocer in answer to a question in regard to a report in the daily newspapers that there is three million pounds of Lantic sugar held in storage at Fort William bearing the 1915 inspection tags. "It must be remembered that there has been little sugar moving direct from the refinery since the latter part of June. Sugars that have been going into consumption for the past few months have been all second-hand sugars which have been held by speculators and thrown on the market when credits commenced to tighten and the raw sugar market began to slump. The fact that we have not been selling any volume of sugar did not close up our plant as early as some other refiners. Our consignments of raws were arriving regularly and not having storage facilities for raws, this necessarily kept the plant in operation. We therefore were compelled to get storage accommodation wherever possible for the sugar that, under normal conditions, would have been going into home consumption or for export. Our plant has only been closed since Oct. 9."

Second-Hand Sugar Still Available

"A couple of weeks ago we commenced to think that the major portion of second-hand sugar was about used up," continued Mr. LeGallais. "Every day or two a bunch is dug up from some place or other and where it is all coming from I do not know. Only last week a manufacturer sold, through a broker, one thousand bags, and this same broker stated that he sold during the week a total of six thousand bags at a lower price than ours. Here is an instance that goes to show that many an outsider has been taking a flier in sugar. One of our representatives was in a Greek shoe shine parlor getting a shine when the chap who was cleaning his shoes asked him if he wanted to buy some sugar, and stated that he had bought a car load when it was $14 per hundred, and now that sugar was coming down he was getting anxious to get rid of it."



PRODUCE AND PROVISIONS



Potato Crops in Both Canada and United States Are Heavy

Canadian Crop is Estimated at 140,000,000 Bushels—The United States Will Have a Surplus—Prices for This Crop Should Not Be High

LAST spring, it will be remembered, one of the chief factors in boosting potato values sky high was the demand which came from the United States and the fact that buyers from that country were offering high prices, many holders of potatoes in Canada taking advantage of the high prices and the exchange rate. The prevailing exchange rate at that time was around 15 cents, by no means a small amount. This allowed the shippers a handsome profit, even when the potatoes were sold to the United States buyers at practically the same price as paid to the producers.

The estimate for the United States crop this year is placed at 413,000,000 bushels, as against 358,000,000 bushels in 1919. The average consumption in the United States is placed at 400,000,000 bushels, so that the prospects are that in 1920-21 the United States will have enough potatoes to look after its own needs with a small surplus.

The Canadian crop has been placed at 140,000,000 bushels this year, as against 104,000,000 bushels last year, all of which will be available for the home market, as the United States will be in the position of an exporter rather than of an importer next spring.

The Western crops as a whole are said to be in good condition, although some damage has been reported from Manitoba and the crop there is considerably under normal. A few counties in New Brunswick are also said to have suffered severe damage, but in other parts in the Dominion as far as available information shows yields should be well up to the estimate. Higher freight rates will, of course, have their effect this year, as also will probably a greater demand, but taking everything into consideration there is little to indicate that prices of potatoes will be unreasonably high.

WHY HE DISCONTINUED CASH AND TRADING

One merchant who has tried the "Cash on Delivery" plan and who has discarded it, has these reasons to give as to its failure:

First.—In order to meet the cut-rate prices of the town stores we had, in many cases, to stock a cheaper line of goods than carried before. In many cases business did not repeat as on the quality orders pushed before.

Second.—Many of our customers did not call up and give their orders, as they did not wish to wait at home for the delivery boy.

Third.—It was unhandy to send money with the children each time, and children do a lot of buying for the busy housewife in the outside stores.

Fourth.—Many were offended by having the goods brought back on account of not being at home when the driver called.

Fifth.—Many customers would rather pay at the end of the month and they could keep better track of their expenditures in that manner.

Sixth.—We found that the cash trade was anybody's trade, here to-day and there to-morrow, going to the one who offered the best inducements, and we could not count upon a regular volume as where our customers traded on account.

Seventh.—Sales on the better class of goods fell off much more than the cheaper lines, and did not show near as good a margin.

Eighth.—If a customer has an account and something appeals to him, he will, perhaps, buy it; if paying cash he will think of the cash outlay and perhaps get along without the article.

Canadian Grocer would like to hear from others who have had similar experiences or who have found the opposite to be the case.

FLOUR MILLS AND MACARONI PLANTS IN HANDS OF WORKERS

Milan, Oct.—The power houses and several factories here were in the hands of the workers recently, following failure of employers and employees to reach an agreement on wages and working conditions. The electricians cut off the current, plunging part of the city into darkness.

Sixteen flour mills and 60 macaroni factories were occupied by workers at Torreannunziata and neighboring towns, according to advices from Naples.

Strikers attempted to seize cotton mills at Luserna. One man was killed and several were wounded in fighting with troops. A platoon of royal guards discovered 300 rifles in a plant near Turin.

SUCH A RELIEF

"It is an established fact," said the lecturer, "that the sun is gradually but surely losing its heat, and in the course of seventy million years it will be dead, and, like the moon, unable to support any form of life."

The head and shoulders of an excited member of the audience rose above those of his fellows.

"Pardon me, professor!" he cried, "how many years did you say it would be before this calamity overtakes us?"

"Seventy million, sir," said the professor.

"Thank heaven!"gasped the interrogator, sinking back exhausted into his seat. "I thought you said seven millions!"

Produce, Provision and Fish Markets

ONTARIO MARKETS

TORONTO, Oct. 22—The feature of the produce and provision markets is the large declines in poultry prices which are manifest both last week and this week. Poultry dealers are trying to get prices down to a basis that will be safe for storage purposes. The hog market is easier, but quotations on the best grades are unchanged. Cured meats are steady with prices unchanged with the exception of mess pork which has declined fifty cents per barrel. New-laid eggs are in scant supply, but storage eggs are now being taken very freely from the coolers and are selling to the trade at the same price as fresh. The butter market is weak with quotations down two cents. Cheese is easier and prices are marked one half cent lower. Lard, shortening and margarine are unchanged.

Hog Market Easy

Toronto.

FRESH MEAT. — The hog market has a tendency to be easier. Quotations during the week for the best grades have been ruling steady during the week. Fresh cuts are steady and unchanged.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live, off cars, per cwt.	20 00	20 50
Live, fed and watered, per cwt.	19 75	20 25
Live, f.o.b., per cwt.	18 75	19 25
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 39
Loins of pork, lb.		0 46
Fresh hams, lb.		0 40
Tenderloins, lb.		0 65
Spare ribs, lb.		0 20
Picnics, lb.		0 28
New York shoulders, lb.		0 34½
Boston butts, lb.		0 40
Montreal shoulders, lb.		0 34
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 23	0 25
Front quarters, lb.	0 13	0 15
Ribs, lb.	0 27	0 33
Chucks, lb.	0 12	0 14
Loins, whole, lb.	0 29	0 35
Hips, lb.	0 20	0 23

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 26	0 30
Spring lamb, lb.	0 24	0 26
Yearling, lamb, lb.	0 19	0 23
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

Mess Pork Down 50 Cents

Toronto.

PROVISIONS. — Smoked hams and bacon show no change. Mess pork is down 50 cents per barrel, now quoted $38.50.

Hams—		
Small, 6 to 12 lbs.	0 48½	0 50
Medium, 12 to 20 lbs.	0 47½	0 48½
Large, 20 to 35 lbs., each lb.		0 43½
Heavy, 25 to 35 lbs.		0 38½
Heavy, 35 lbs. and upwards		0 35½
Backs—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Rolled	0 67	0 70
Bacon—		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 57
Breakfast, special trim		0 62
Roll, per lb.	0 36	0 39
Wiltshire (smoked sides), lb.		0 42
Wiltshire, three-quarter cut	0 44	0 46
Wiltshire, middle		0 48
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.		0 30
Do., av. 80-90 lbs.		0 28
Clear bellies, 15-30 lbs.		0 31½
Fat backs, 10 to 12 lbs.		0 24

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Short Pork, 200 lbs.		38 50
Mess Pork, 200 lbs.		38 50
Pickled rolls, bbl. 200 lbs.:—		
Lightweight		66 00
Heavy		60 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Unchanged

Toronto.

COOKED MEATS. — Boiled hams are ruling steady at 65 cents for regular trim, and 68 cents for special trim. Head cheese is moving freely at 17 cents per pound. Other quotations are as follows:

Boiled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders		0 54
Head cheese, 6s, lb.		0 17
Choice jellied ox tongue, lb.		0 66
Jellied calves tongue		0 52
Ham bologna, lb.		0 20
Large bologna, lb.	0 17	0 18
Spice beef, lb.		0 32

Above prices subject to daily fluctuations of the market.

Egg Receipts Lighter

Toronto.

EGGS. — Receipts for new laid eggs are becoming very light. Storage eggs are now being taken very freely from the coolers for local consumption, which are offered to the trade at practically the same price as fresh. Selects are quoted at 69 cents per dozen.

EGGS—		
Selects		0 69
No. 1 candled	0 61	0 62
Fresh selects in cartons		0 72

Prices shown are subject to daily fluctuations of the market.

Butter Prices Reduced

Toronto.

BUTTER. — The butter market is easier with quotations marked two cents lower. Fresh creamery prints are now quoted 58 to 61 cents. The demand is not heavy, as most buyers have adopted the hand to mouth basis.

BUTTER—		
Creamery, prints	0 58	0 61

Cheese Down Half Cent

Toronto.

CHEESE. — The cheese market is easy, with quotations down one-half cent, which reduced the price on large cheese to 28½ cents.

CHEESE—	
Large, per lb.	0 28½
Twins, 1c higher than large cheese.	Triplets 1½c higher than large cheese.

Lard Unchanged

Toronto.

LARD. — The lard market is ruling steady, with quotations unchanged.

LARD—	
1-lb. prints	0 32½
Tierces, 400 lbs.	0 30½

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Shortening in Demand

Toronto.

SHORTENING. — The shortening market is holding steady under an active demand. Cotton seed oil is in a weak market and declines in quotations have occurred during the week.

SHORTENING—	
1-lb. prints	0 27¼
Tierces, 400 lbs.	0 22¾

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Margarine Quiet

Toronto.

MARGARINE. — There is a quiet demand for margarine. Quotations are steady.

MARGARINE—		
1-lb. prints, No. 1		0 37
Do., No. 2		0 35
Do., No. 3		0 30
Nut Margarine, lb.	0 33	0 35

Fall Salmon Arrives

Toronto.

FRESH FISH. — There is an active demand for fish of all kinds. Dealers are of the opinion that prices will not be lower, in view of the higher cost of nets, which have more than doubled in price in the past few years. Fresh fall salmon is quoted at ten and eleven cents per pound. Other quotations are unchanged.

FRESH SEA FISH.

Cod Steak, lb.		0 12
Do., market, lb.		0 09
Haddock, heads off, lb.		
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	0 10	0 11
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20
Fall Salmon	0 10	0 11
Oysters—		
No. 1 tins		4 20
No. 3 tins		12 30
No. 5 tins		20 00
Glass jars, doz.		6 50
FROZEN FISH		
Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 11½
Flounders	0 10	0 11
Pike, round		0 08
Do., headless and dressed		0 09
Salmon, Cohoe		0 23
Do., Red Spring		0 28
Sea Herring	0 07½	0 08
SMOKED FISH		
Haddies, lb.		0 13
Fillets, lb.		0 18
Kippers, box	2 25	2 75
Bloaters		3 00
Salt Cod, Quail-on-Toast, lb.		0 16
PICKLED FISH		
Labrador Herrings, kegs 100 lbs.		6 50

Poultry Prices Lower

Toronto.

POULTRY. — Receipts of poultry are increasing, and dealers are trying to get prices down to a basis that they believe is safe for packing for storage. Very little as yet have gone into the freezers but large quantities are expected this week. The market is weak under declines of last week. Prices are again reduced and further declines are expected.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	$0 40	$0 50
Roosters	0 15	0 20
Fowl, over 5 lbs.	0 25	0 27
Fowl, 4 to 5 lbs.	0 22	0 25
Fowl, under 4 lbs.	0 15	0 20
Ducklings	0 25	0 30
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 25	0 30

Prices quoted to retail trade—

	Dressed	
Hens, heavy	0 28	0 30
Do., light	0 26	0 28
Chickens, spring	0 30	0 35
Ducklings	0 30	0 35

WINNIPEG MARKETS

WINNIPEG, Oct. 22.—There has been very little change in the provision and produce market during the week. Hogs remain very steady. Ham declined two and one-half cents per pound during the week, while bacon is reported very steady with a noted scarcity of same. Butter and cheese markets remain unchanged, and eggs are reported scarce. Very poor fish supply arrives during the week. Poultry is arriving freely but turkeys are reported scarce.

Hog Market Steady

Winnipeg.

FRESH MEATS.—Hog market remains unchanged and selects are being offered at $19 per hundredweight. There is no change on pork cuts. Fresh beef remains steady and unchanged.

HOGS—		
Selected, live, cwt.		19 00
Heavy, cwt.		16 00
Light, cwt.		16 00
Sows, cwt.		12 00
Fresh Pork—		
Legs of pork, up to 20 lbs., lb.		0 39½
Spare ribs, lb.	0 18½	0 20½
Loins of pork, lb.	0 45	0 47
Fresh hams, lb.	0 39	0 40½
Tenderloin, lb.		0 57½
Picnics, lb.		0 27½
Shoulders, lb.		0 32
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 28
Front quarters, lb.	0 10	0 13
Whole carcass, good grade, lb.	0 11	0 20
Mutton—		
Choice ewes, lb.		0 17
Lambs—		
Choice, 30-45 lbs., lb.		0 25

Boiled Ham Lower

Winnipeg.

COOKED MEATS.—Boiled ham has dropped from 70 to 68 cents a pound, while roast ham advanced to 70 cents a pound. Jellied beef tongue as well as jellied pork tongue has advanced to 69 and 67½ cents per pound respectively. Sale of cooked meats has dropped off considerably, due to the cooler weather.

Ham, best quality, skinned, lb.		0 68
Do., roast, lb.		0 70
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins		0 21
Do., in 6-lb. tins, lb.		0 19
Jellied Beef Tongue, lb.		0 69
Jellied Pork Tongue, lb.		0 67½
Baked Luncheon Loaf, lb.		0 24

Hams Decline

Winnipeg.

PROVISIONS.—Hams decline 2½ cents per pound during the week; bacon remains steady with no change in price. The demand for bacon and ham has shown a steady increase, with bacon quotations unchanged. Bacon is reported scarce.

HAMS—		
8 to 16 lbs., per lb.		0 48½
16 to 20 lbs., per lb.		0 46½
Boneless, 8 to 15 lbs., per lb.		0 52½
Skinned, 14 to 18 lbs., per lb.		0 49
Do., 18 to 22 lbs., per lb.		0 48
BACON—		
Backs, 5 to 12 lbs., smoked		0 64
Do., 12 to 16 lbs., smoked		0 62
Do., 10 to 14 lbs., skinned and peamealed		0 59½
Do., 4 to 10 lbs., sliced		0 61½
Cottage rolls, boneless		0 41½

Butter Market Unchanged

Winnipeg.

BUTTER.—The butter market is ruling very steady and higher prices are expected on creamery butter. Dairy butter remains unchanged.

Creamery, best table grade		0 64
Dairy Butter, best table grade		0 57
Margarine	0 37	0 39

Manitoba Cheese Scarce

Winnipeg.

CHEESE.—There is a scarcity of Manitoba cheese, due to the scarcity of milk. Many of the Manitoba cheese factories have been obliged to close down on this account. Ontario cheese is arriving very freely but the demand is very light.

Ontario, large, per lb.		0 31
Do., twins, per lb.		0 31½
Manitoba, large, per lb.		0 30
Do., twins, per lb.		0 31

Eggs Are Scarce

Winnipeg.

EGGS.—Very few eggs are arriving on the market and mostly storage eggs are now being sold. Fresh farm eggs are quoted at 63 cents and fresh candled at 58 cents per dozen.

Lard Market Steady

Winnipeg.

LARD.—Lard and shortening remain steady with no change in price.

Pure lard, No. 1 quality, per lb. (in tierces of 400 pounds.)	0 30
Do., wooden pails, 20-lb. pails	6 50
Shortening, wooden pails, 20-lb. pails, per pail	5 30
Shortening, tierces of 400 lbs., per lb.	0 23½

Fresh Fish Arriving Slowly

Winnipeg.

FISH.—Very little fresh fish is arriving on the market this week, due to delay in delivery. Smoked haddies and kippers are in good demand. In fact an advance is looked forward to in all smoked fish. Live lobsters are being offered to the trade at 95 cents a pound. Fresh boiled crabs are arriving from Prince Rupert and Vancouver, and are quoted at 30 cents apiece. Good quantities of bulk oysters are arriving, but the shell oyster condition remains very uncertain.

Ducks Arrive

Winnipeg.

POULTRY.—Ducks are arriving on the market but are reported to be very light in weight. Very few turkeys are being offered but fowl is arriving freely and the demand is active.

Roosters, dressed, lb.	0 28
Chicken, dressed, lb.	0 38
Chicken, milk fed, lb.	0 44
Foul, dressed, lb.	0 34
Ducks, lb.	0 35
Turkeys, lb.	0 50

WINNIPEG MARKETS

(Continued from page 42.)

hard to get. The first car of Florida grapefruit arrived and are quoted at $10 per case, but lower prices are expected as future shipments arrive. Tokay grapes are coming in freely and are priced at $5 per case. Large quantities of Concord Niagara grapes are being offered at 60 to 65 cents a basket.

Manitoba Potatoes Scarce

Winnipeg.

VEGETABLES.—There is a scarcity of Manitoba potatoes but large quantities of Alberta, Saskatchewan and Minnesota potatoes are arriving, and the quality is reported good. These potatoes are being sold at $1.75 per bushel, and lower prices are not expected. Jersey sweet potatoes are on the market and are being offered at $4 per hamper. Cranberries are in good demand and remain firm at $16 a barrel.

VEGETABLES		
Carrots, new, per lb.		0 03
Beets, new, per lb.		0 02
Turnips, new, per lb.		0 02
Leaf Lettuce, per doz.		0 50
Radish, per doz.		0 50
Green Onions, per doz.		0 35
Cucumbers (hothouse), per doz.		2 50
Cabbage (new), per lb.		0 02
New Potatoes, per bushel		1 75
Onions (Cal. Bermuda sack), per sack	3 50	4 00
Cauliflower, per doz.		1 90
Celery (B.C.), per doz.	0 11	0 12
Tomatoes, per basket		1 40
Head Lettuce, per doz.		1 75
Rhubarb, per lb.		0 04

Flour Market Fluctuates

Winnipeg.

FLOUR.—Flour market reported fluctuating in sympathy with the wheat market. The demand for flour is conserved on account of the market uncertainty, and it is reported that buyers are holding off until such time as flour becomes a safe buy.

FLOUR—	
Man. hard wheat, 98-lb. sacks	6 37½
RYE FLOUR—	
White, 98-lb. sacks	5 25
Medium, 98-lb. sacks	5 00
Dark, 98-lb. sacks	3 50
Rye meal	4 00

This Is the Season for— Fresh Pork Sausage!

The Big Seller

DAVIES' fresh Pork Sausage commands trade and holds it. At this season of the year, when the wind is chilly and with just a nip of frost in the air, you will find a ready sale for sausages. It's worth while featuring sausages prominently.

With this demand already created, why not take advantage of it by offering your customers a real high-grade fresh Pork Sausage? Davies' Sausages are seasoned just right, giving them that fine, delicious flavor which tempts the appetite, and sends the customer back for more.

There Is a Sausage for Every Taste

Small or Large Oxford
Small or Large Yale
New England
Cambridge
Cheltenham
Little Pork

Or——you can get them in kegs of 35 lbs., 75 lbs. and 90 lbs. Order direct, or through our salesman.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

MONTREAL HAMILTON

ARCTIC Refrigerators

USE LESS ICE

Write To-day for the Free Arctic Catalogue—

Start at once to select your new refrigerator. Start to-day to get the most out of Summer. Write now for the Free Arctic Catalogue.

A good Refrigerator will save its cost in no time. Arctic Refrigerators are preferred by most grocers and provisioners for their absolute protection against spoilage, their saving on ice, the attractive appearance they give to a store, their convenient sizes, their strong, durable construction, and what is equally important—their moderate cost. You see Arctic Refrigerators everywhere.

THE ARCTIC model shown here is just the right capacity for the average grocer.

Stands 84 in. high, 46 in. wide and 28 in. deep. Case of ash, dark golden finish, lined with spruce. Ice box and connections of heavy galvanized iron, under surfaces white enamelled, shelves adjustable, and all parts easily separated.

All doors of overlapping type, display doors fitted with two thicknesses of double-thick glass.

The Free Arctic Catalogue shows this and other sizes available, together with Fish Cases, Counter Refrigerators and many other profit-saving refrigeration devices. Write for it.



JOHN HILLOCK & CO., Limited, Office, Showrooms and Factory 154 GEORGE ST., TORONTO

AGENCIES: A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.;

MARIGOLD



MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

Brunswick Brand Sea Foods

An Established Line of Business Getters





These wholesome flavored and high quality canned sea foods have won excellent profits for thousands of Canadian Grocers and their high standard of quality never varies.

The housewife can depend upon *Brunswick Brand Sea Foods*. They are sufficiently cooked and ready to serve on opening. Handy for making delicious sandwiches or salads, for coming social functions or for preparing appetizing meals.

Stock *Brunswick Brand Sea Foods*.





Connors Bros., Limited
BLACK'S HARBOR, N.B.

Winnipeg Representative:
Chas. Duncan & Son, Winnipeg, Manitoba



The World's Finest Vinegar Product

Brewed from choice barley malt, clarified and aged after the manner of the best wines, Heinz Malt Vinegar has a natural golden-brown color and delicious aromatic flavor not found in any other vinegar. In 16 oz. and 32 oz. bottles.

H. J. HEINZ COMPANY

Pittsburgh Toronto Montreal



OLIVE BUTTER

Unquestionably appetizingly popular.

A palatable product prepared from Selected Spices, Olives, Pimento and Malt Vinegar — the Very Highest Grade Obtainable.

Prominently displayed, Olive Butter will prove itself a brisk seller.

HAVE A STOCK OF OLIVE BUTTER ON HAND AND DISPLAY IT EVERY DAY.

Sold and Manufactured by

E.W. Jeffress, Limited

WALKERVILLE, ONT.

W. G. Patrick & Co., Limited, Toronto and Winnipeg
Selling Agents for our Blue Seal Lines.

BUYING A PIG IN A POKE

The buying of advertising space used to be buying "a pig in a poke." The quantity and quality of circulation was shrouded in mystery and often the bag was tied against investigation.

That day has passed. The advertiser no longer depends upon "mere claims." The Audit Bureau of Circulations has untied the strings to the sack and the circulation of the better class of publications is thrown open for the most searching scrutiny.

In buying advertising space in Canadian Grocer you are not buying "a pig in a poke." Our A.B.C. statements will stand the analysis of the most exacting investigator.

CANADIAN GROCER

MONTREAL TORONTO WINNIPEG VANCOUVER

Ford

Touring Car

Every part standardized and every part mechanically perfect.

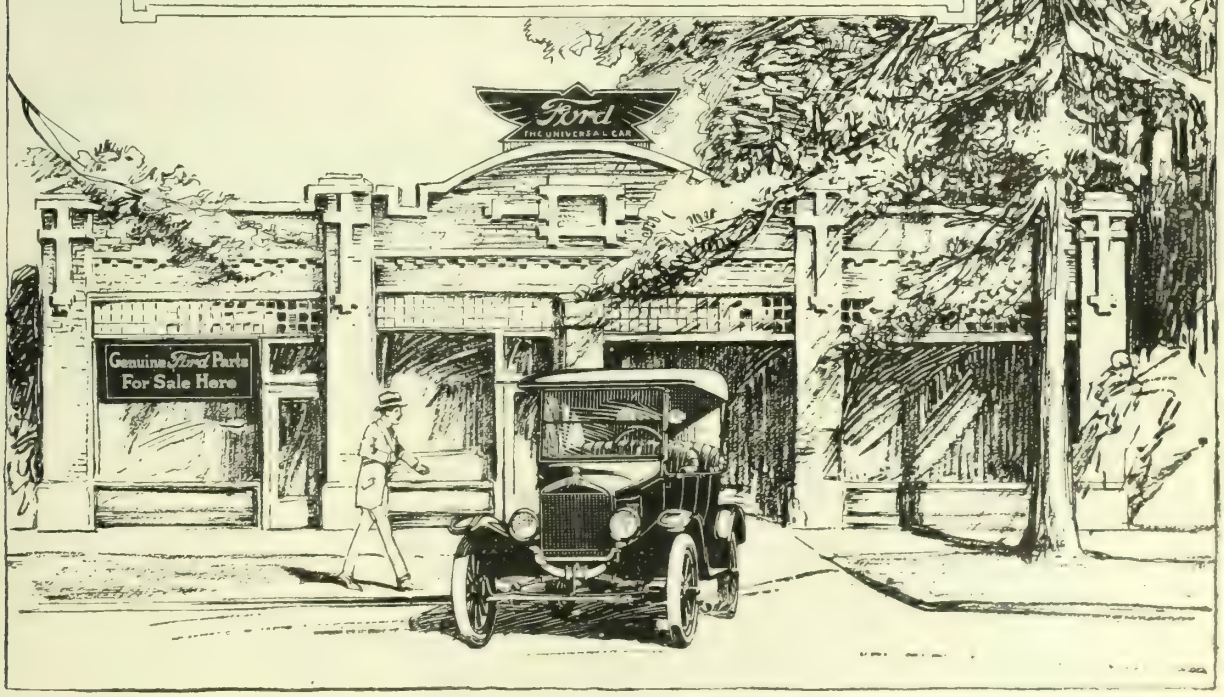
There is no trouble or delay when you drive a Ford. If repairs are required you are sure of getting the right part when you want it, for there is always a Ford Service Station at hand where a complete stock of standardized parts is kept.

There are over 700 Ford Dealers and 3,000 Service Stations in Canada, all supplying genuine Ford Parts and prompt and efficient repair service.

Ford Motor Company of Canada, Limited

Ford, Ontario

23



ESCOFFIER

Sauces, Pickles. etc. — The Acme of Perfection

Sauce Robert for all Meats

Sauce Diable for Fish

Sauce Melba for Sweets



Escoffier Pickles and Chutney (mango)

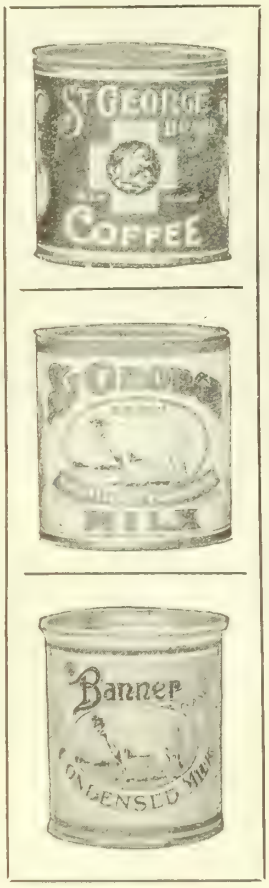
Escoffier Olive Oils and French Vinegars

Meat and Fish Pastes

Soup

ESCOFFIER LIMITED
6 Ridgmount St., London, W.C.1.
England

Sole Selling Representatives for Canada
ARGYLE BUTE INC.
Catherine St. West, Montreal



The "All-Canadian"

MALCOLM

Milk Products

Handsome profits are being netted daily by merchants who handle "Malcolm" All-Canadian MILK Products. Their delicious goodness has won the approval of Canadian housewives wherever they have been introduced and repeat orders always follow in the wake of initial sales.

To Grocers in Ontario, Quebec and the Maritimes we will ship 5-case lots or more with freight prepaid up to 65c per 100-lbs.

The Malcolm Condensing Co., Limited, St. George, Ont.

Brodie's Self-Raising Flour—

Satisfaction to Every Housekeeper



Brodie's XXX Self-Raising Flour has an outstanding characteristic for satisfactory results in baking. This alone will bring repeat sales and more good business to you.

Your wholesaler will gladly fill your orders—to-day.

Brodie & Harvie, Limited
Bleury Street, Montreal
Ontario Representatives—
Chadwick & Co., 34 Duke Street, Toronto
Quebec Representatives—
Renaud & Cie, Incorporated, Quebec

KING OSCAR

Brand

SARDINES

A real high-grade sardine that will surely please. KING OSCAR SARDINES are the best on the market—they are Selected Fish and packed in the purest olive oil.

Order from your wholesaler to-day.

Canadian Agents:

John W. Bickle & Greening
Hamilton, Ontario

Y & S

STICK LICORICE

in 10c Cartons



Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL
Catalogue and Price List on Application.

THE WANT AD

will supply your **wants.** The world is full of **wants;** the **want** ad introduces the man who **wants** to Buy to the man who **wants** to Sell. Many of our subscribers **want** to add to their sales force; many of the clerks **want** to make new business connections.

Agents **want** to buy or sell something they **want** or do not **want.**

CANADIAN GROCER

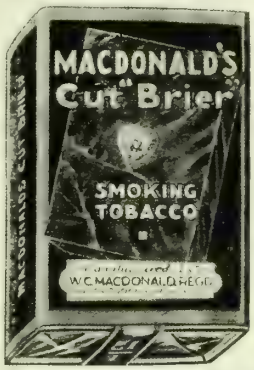
wants to introduce you to the man who *wants* what you *want* to sell him. See the *want* ad. section on last page of this number. The rate for this service is very reasonable—Three cents per word for first insertion, two cents per word for each subsequent insertion and five cents extra per insertion for box number.

IT PAYS TO ADVERTISE

CANADIAN GROCER

153 UNIVERSITY AVENUE, - - - TORONTO, ONTARIO

"Fine Tobacco with a heart"





Quality was the foundation of Macdonald's in 1858.
And that same old quality is still to be found in Cut "Brier" and "British Consols"

Manufactured by
W. C. MACDONALD, REGD.,
INCORPORATED
MONTREAL



W. C. MACDONALD REGD.
INCORPORATED
MONTREAL

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST. : : : : MONTREAL, P.Q.

Furnivall's FINE FRUIT PURE JAM

Reigns supreme in the Kiddies' Kingdom and the slogan after school for the active boy and girl is "Furnivall's Jam."

Made from pure fruit, and you will find your customers constantly demanding this delicious jam, as it is a substantial food and also a saving on butter for hurry-up lunches.

You will be surprised at the profit in the sale of FURNIVALL'S Fine Fruit Pure Jam.



FURNIVALL-NEW

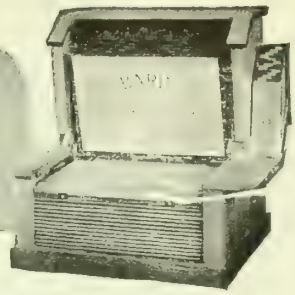
Limited

Hamilton - Canada

AGENTS—City of Toronto: C. H. Grainger, 406 Parliament St. Eastern and Western Ontario: The Specialty Sales Co. of Toronto. Northern Ontario: E. A. Cuff, North Bay, Ont. Hamilton: J. T. Price & Co., 35 Mary St. The City of Ottawa, Quebec and Lower Provinces, with exception of Cape Breton: Geo. Hodge & Son, Ltd., Montreal, Que. Cape Breton Island: O. N. Mann, Sydney, N.S. Manitoba, Alberta, Saskatchewan and British Columbia: A. D. Norman, Scott Block, Winnipeg, Man.



Barr Registers Limited



Manufacturers of
THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?
II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased.
III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock.
IV. After 15 months to continue to give you this service for nothing as long as you remain in business.

That is what the Barr Register will do. ***Write us and let us demonstrate.***

GEORGE LANE, Western Representative - 227-231 McDermot Avenue, Winnipeg, Man





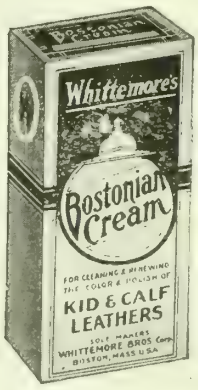


Whittemore's Shoe Polishes
Are Superior

Preserve the Leather
Give a More Lasting Shine
Keep Shoes Looking New

Send for Complete Catalog

Canadian cheques on Montreal accepted at par





Whittemore Bros. Corp., Boston, Mass., U.S.A.

Tell your customers that——

Shirriff's

TRUE VANILLA

is made from the genuine Mexican Vanilla Bean—contains a much higher percentage of this extract than even the Government standard requires.

Shirriff's is twice as strong as ordinary vanilla and housewives everywhere are finding that it is most economical, as its rich, true flavor goes just twice as far.

The makers of Shirriff's True Vanilla are the largest manufacturers of extracts in Canada

—and your sales of Shirriff's Extracts will be considerably increased.

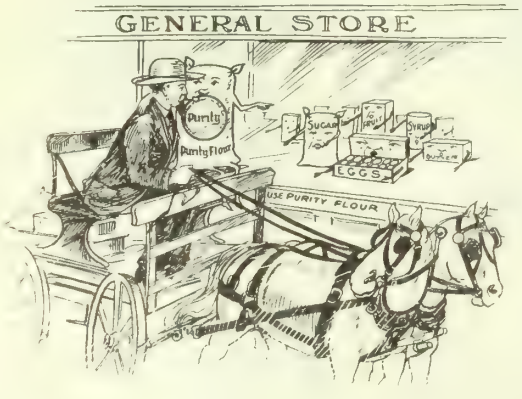
Shirriff Extracts are made in the popular household flavorings. All are of the same exceptional quality



IMPERIAL EXTRACT COMPANY - Toronto, Canada

Selling Agents for Canada: Harold F. Ritchie & Co., Limited, Toronto and Montreal.

Purity Flour Gets the Orders



WHEN a bag of Purity Flour comes into a house, it advertises your store and the goods that go with flour. And, as it's a satisfactory flour—for breads, cakes and pastries —customers come back for more

PURITY FLOUR

Push Purity Flour and encourage more home-baking. Home-made things taste better and grocers do more business with customers who are liberal users of flour.

Western Canada Flour Mills Co., Limited

HEAD OFFICE: TORONTO, ONT.

Branches at: Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg, Goderich Ottawa, Montreal, St. John, N.B.

Coffee

Candidly we are putting out a very fine article in our Monarch Coffee. People who are drinking it think that there is nothing that will compare in quality. We know of cases where dealers after handling it, and have succumbed to the blandishments of fluent salesmen for other kinds, have displaced it with brands said to be just as good and which would show a little more profit, pestered continually by their customers for the Monarch brand, and actually compelling them to get back into the Monarch Coffee groove, which always leads to satisfaction.

After all, a satisfied customer is one of the best assets a dealer can have for any line—but when it comes to Coffee, a satisfied customer is worth more to you than perhaps for any other article, for the average drinker does remember a good cup of Coffee and thinks of the next one that he is going to have.

½ and 1 lb. Tins - - 50

Send us a trial order

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

15 Big Sellers

For the Fall and Winter Trade

Pickled Onions	Pickled Beets	Pickled Red Cabbage
Chow Chow	French Mustard	Worcester Sauce
Corn Chowder	Essences	Marmalades
Confectionery Supplies	Fruit Juices	Florida Waters
Liquid Soaps	Glycerine Soaps	Bay Rum, Etc.

All Lines Guaranteed and Show Big Profits

Represented by

C. D. Koppell, Wolfville, N.S. T. Ashmore Kidd, Kingston, Ont.
Chadwick & Co., Toronto, Ont.

TRADE SUNDRIES MFG. LTD.
232 Clarke St., MONTREAL

SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples, prices and supplies to:—

F. W. KENDRICK & CO.
313 Carter Cotton Buildings, Vancouver
or
HUGHES & CO.
109 Place d'Youville, Montreal

DOG MEAT FIBRINE CAKES

Spratt's Patent Limited
24-5 Fenchurch Street, London, E. C. 3, England



'O.K.' SAUCE

FINALITY IN FRUIT SAUCE
as palate pleasure and true digestive

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J.W. Gorham & Co.

REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them

OCEAN BLUE

In Squares and Bags

Order from Your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto



Good Pencils Attractively Displayed

mean considerably more business without a proportionate extra bother on your part.

Send for your first order of Cane's Pencils to-day and watch the counter display earn you profits.

Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

SAMUEL DOBREE & SONS

LONDON
ENGLAND

ESTABLISHED 17th CENTURY

GROWERS AND PRODUCERS
OF

SUGAR—MOLASSES ——COCOA

IMPORTERS AND EXPORTERS

BRANCHES IN ALL PARTS
OF THE CIVILIZED WORLD

CANADIAN BRANCH
UPPER WATER STREET
HALIFAX, N.S.



Vin Tonic

Sanator

a genuine Tonic for

Invalids

Known the World over

Send your orders direct to

Nap. Morrissette
18 Cartier Square
MONTREAL



Nuts in Shell

We are now offering a complete stock of Nuts for the Fall Trade

Grenoble and Marbot Walnuts

Brazil Nuts Large, Washed and Mediums

Filberts **Pecans**

Tarragona Almonds

Peanuts **Cocoanuts**

Our prices are attractive and recommend buying at present levels.

WHITE & CO., LTD.

TORONTO

Wholesale Fruits, Nuts, Dates and Wholesale Fish Dealers

Seasonable Arrivals

One Car Extra Fancy Florida Grape Fruit
(All Sizes)

One Car Extra Fancy Red Emperor California Grapes
(In Kegs)

One Car Extra Fancy Cape Cod Cranberries
(Bbls. and Boxes)

One Car Extra Fancy California Late Valencia Oranges Sunkist

Also

Bananas, Lemons, Sweet Potatoes

The House of Quality

HUGH WALKER & SON

LIMITED

GUELPH, ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK
Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$8 00
Reindeer Brand, small, each 48 cans	9 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario

Wheatgold Breakfast Cereal

Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50
5-lb. tins, 1 doz. in case	7 15

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—Boxes

40-lb. Canada Laundry	$0 10¾
100-lb. kegs, No. 1 white	0 11¼
200-lb. bbls., No. 1 white	0 11¼
40-lb. Edwardsburg Silver Gloss, 1-lb. chrome pkgs.	0 12¾
40 lbs., Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	5 00

Culinary Starch

4 lbs., W. T. Benson & Co.'s (Prices in Maritime Provinces 10c per case higher.)	
Challenge Corn	0 11
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. (20-lb. boxes ¼c higher, except potato flour.)	0 14

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 12½
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 11
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 11
40 lbs. Argo Corn Starch, 1 lb. packages	0 11
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 14

(20-lb. boxes ¼c higher, except Potato Flour)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	6 00
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55
20-lb. tins, ¼ doz. in case	6 00
Celebrated Prepared	0 13½
40-lbs. Canada Pure or Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	$6 00
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55

(5, 10 and 20-lb. tins have wire handles.)

GELATIN

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

MAGOR, SON & CO., LTD.

INFANTS' FOOD

	Doz.
Robinson's Patent Barley—1-lb.	
1 lb.	
Robinson's Patent Groats—1-lb.	
½-lb.	

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.C.F., 1-lb.	
F.D., ¼-lb.	

	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25

	Doz.
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 36
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 26
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 34
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

Good Business Follows Good Values

"SALADA" TEA

The Value is Incomparable
The Sale is Irresistible

INCREASE

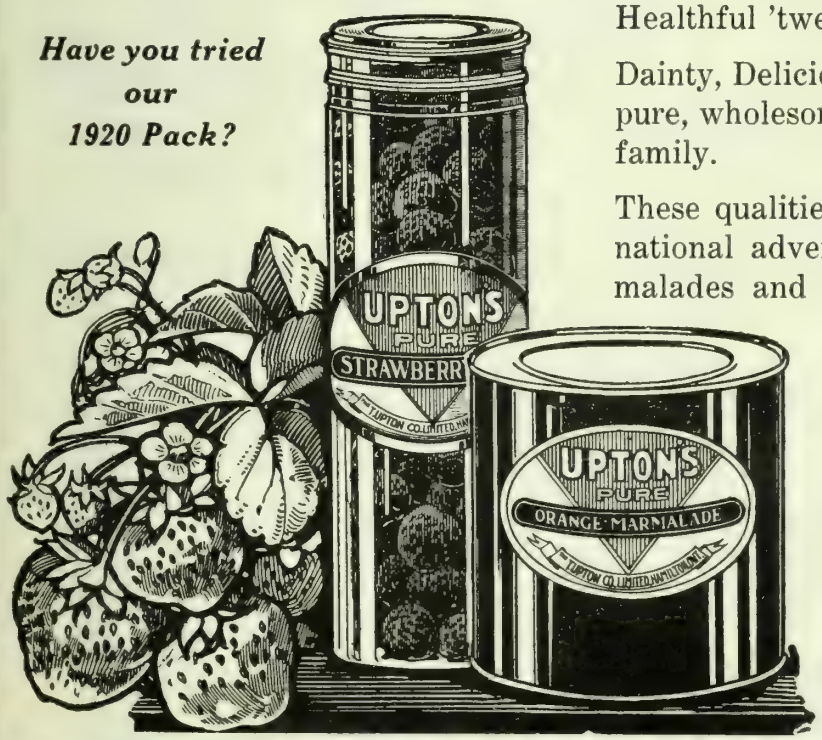
in the first 9 months of 1920 over the corresponding 9 months in 1919, amounted to

1,429,438
POUNDS

Here is "Turnover" for you!

UPTON'S Pure MARMALADES and JAMS

Have you tried our 1920 Pack?



Healthful 'tween meal snacks for the Kiddies—

Dainty, Delicious Deserts that grace any table—pure, wholesome food for any member of the family.

These qualities, plus attractive containers, plus national advertising, make Upton's Pure Marmalades and Jams the choice of wide-awake grocers everywhere.

Order your supply to-day.

THE T. UPTON CO., LTD.
HAMILTON, CANADA

SELLING AGENTS:

S. H. Moore & Company, Toronto, Ont.
Rose and Laflamme, Ltd., Montreal, Que.
Scott-Bathgate Co., Ltd., Winnipeg, Man.
Gaetz & Co., Halifax, N.S.
Schofield & Beer, St. John, N.B.



Is It Running Low?

On crisp Fall days favorite dishes flavored with Mapleine touch the spot.

Mapleine

"The Golden Flavor"

Housewives use Mapleine in syrup for daily hot cakes, in sauce for puddings and apple dumplings. It goes into the heart of baked apples—flavors cakes and icings— pumpkin and mince pies.

This frequent use soon empties the Mapleine bottle, and do not disappoint customers by telling them "You are just out."

Order to-day of your jobber.

F. E. Robson & Co., 7 Wellington St. West, Toronto
Mason & Hickey, Box 2949 - Winnipeg

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.

OWEN SOUND - - ONTARIO

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England

Canadian Agents: HUGH LAMBE & CO., TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.

We manufacture all kinds of

Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited

Ottawa, Ontario

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box	0 95
Victory Bars, 24 in box, 60 boxes in case, per box	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes	....
6c pyramid packages, 4 doz. in box	....
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.
The Waxtite Line

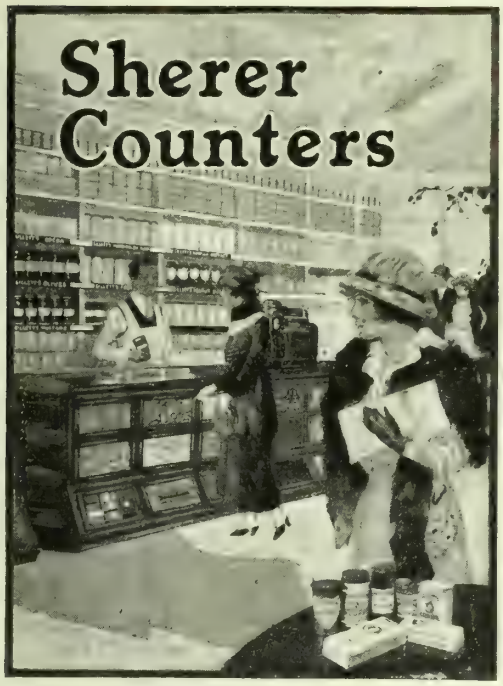
Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, LTD.
14 Bleury St., Montreal.

XXX Self-Rising Flour, 5 lbs. packages, doz.	$6 30
Do., 3 lbs.	3 20
Superb Self-Rising Flour, 6 lbs.	6 10
Do., 3 lbs.	3 10
Crescent Self-Raising Flour, 6 lbs.	6 20
Do., 3 lbs.	3 15
Perfection Rolled Oats (55 oz)	3 00
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz.	1 60

To get business you must go after it. Others do it through this paper —why not YOU?

Write for Your Copy of this New Catalogue



Sell Groceries the New Way---
Make Money---Not a Mere Living

YOU will need this new catalogue if you are planning improvements for the new year. It plainly discusses the modern methods of store-keeping that convert stores from mere *livelihood* makers into real profit makers.

It is a good time to turn your waste counter space into profit-space by the use of a Sherer Counter of the kind best suited to your business. It requires only a small investment. It pays for itself as it works for you.

Sell Food By Weight

Why Don't You Own This Counter ?

Ask Us How

Clip this Coupon and mail TO-DAY

Sherer Gillett Co., Ltd., Dept. 57
Guelph, Ontario

Please send us our copy of the 1920 Catalog, and state terms.

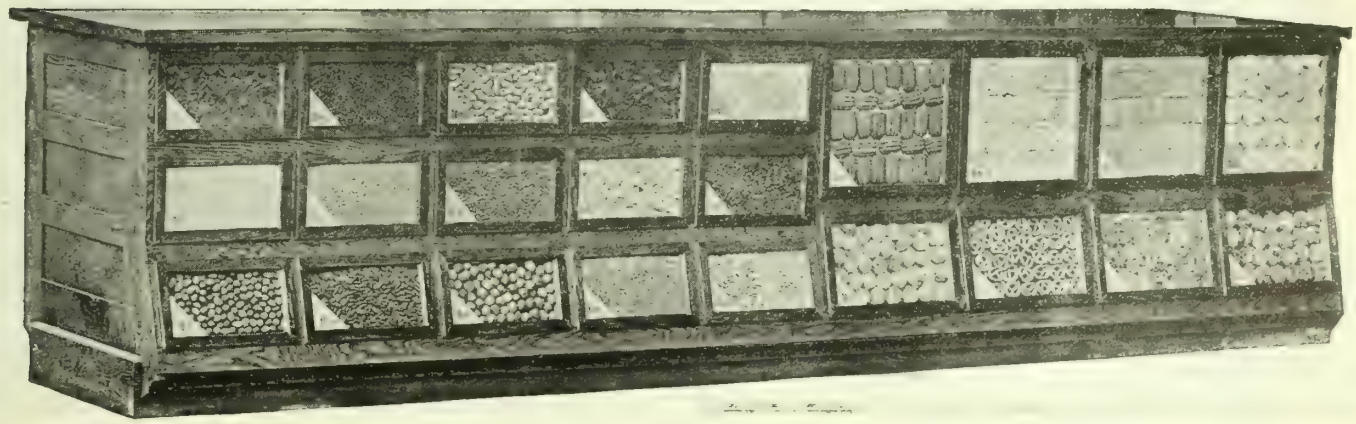
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SHERER GILLETT CO., LTD.

GUELPH, ONTARIO



Patented

MARSH'S

Suggest that name when your customers ask for a good beverage and be prepared for holiday business by stocking Marsh's Grape Juice, Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine and Raspberry Vinegar. They show a good profit and satisfy customers.



The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:
The McLaren Imperial Cheese Company, Limited
Toronto and Montreal



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1. Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East. Winnipeg
Sankey & Mason, 839 Beatty Street Vancouver.

We now Book orders for Xmas Clear Toys. Packed in wooden boxes 10 lbs. each.

S. & M.

The Cream of all Chocolates.

Write us for Prices and Discounts.

Sole Canadian Distributors:

Dominion Confectioners Limited

229 Notre Dame West, Montreal

Our Agents:

Samuels, Carney & Dickie Ltd. Halifax, N.S.
Chadwick & Co. Toronto, Ont.
L. Edward Whittaker St. John, N.B.
H. H. Beer Summerside, P.E.I.

INDEX TO ADVERTISERS

A
Albion Sewing Cotton Co., The 8
Arnett, Thos. Lewis 11

B
Bain & Co., Donald H. 12
Baker & Co., Walter 68
Barr Account Register Co. 57
Belgo Trading Co., Reg. 16
Bickle & Greening, John W. 53
Birden Co. 1
Bowes Co., Ltd. 2
Brennan, H. C. 15
Brodie & Harvie 53

C
Canada Nut Co. 11
Canada Produce Co. 16
Canada Starch Co. 5
Canadian Cereal Co., Ltd. 17
Cane & Son, Wm. 61
Chadwick & Co. 15
Channel Chemical Co. ..... Inside front cover
Clark Ltd., W. 7
Clayoquot Sound Canning Co... 11
Climax Baler 15
Connecticut Oyster Co...Back cover
Connors Bros. 49
Crescent Mfg. (Mapleine) 64

D
Davies Co., Wm. 47
Diamond Dyes Co 56
Dobree, Samuel 61
Dominion Confectioners Ltd. .. 66
Donaldson-Phillips Agencies ... 11
Duncan & Son, C. 14
Dunn, Albert 16

E
Eckardt, H. P. 59
Edwards & Co., Ltd., W. C.... 64
Edgett Ltd., E. 11
Estabrooks Co., Ltd., T. H. 21
Eno Ltd., J. C. 52
Escoffier Ltd. 52
Escott Co., Ltd., W. H. 14

F
Field & Co. 8
Ford Motor Co. 51
Furnivall-New, Ltd. 56

G
Gaetz & Co. 16
Gipe-Hazard & Co. 68
Grant & Co., C. H. 12
Gray & Co., John 9
Griffiths & Co., Ltd., Geo. W... 12

H
Hanson & Co., J. H. 16
Hargraves, Ltd. 60
Hay, A. H. M. 16
Heinz & Co., H. J. 50
Henderson Brokerage, B. M. ... 11
Hillock & Co., Ltd., John 48

I
Imperial Extract Co..... 58
Imperial Grain & Milling Co... 10
Island Lead Mills Ltd. 64

J
Jeffress Ltd., E. W. 50

K
Kidd, T. Ashmore 15

L
Lambe, W. G. A. 15
Lauder & Co., Chas. 10
Lemon Bros. 64
Loggie Sons & Co. 15

M
Macdonald Reg., W. C. 55
Mackenzie, W. L. 12
Maclure & Co., A. M. 12
Maclure & Langley 3, 15
Magor, Son & Co., Ltd. 22
Malcolm Condensing Co. 52
Mann & Co., C. A. 67
Marsh Grape Juice Co. 66
Mason & Co., Ltd., Geo. 60
Mathieu Co., J. L. 18
McLay Brokerage Co. 12
McLauchlan, J. K. 15
Mickle, George T. 15
Moore & Co., R. M. 67
Midland Vinegar Co. (H.P. Sauce.) 13
Morris & Co., C. 15
Morris & Co. 48
Morrisette, Nap. 61
Mowat & McGeachie 12
Mueller Co., Ltd., The Chas. .. 67

N
Nagle Mercantile Agency 68
National Licorice Co. 53
Nelson, C. T. 11
Nicholson, Rankin Co. 22
Norcanners Ltd. 10

O
Oakey & Sons, Ltd., John..... 63
O'Donnell & Co., John J. 15
Olivier, G. F. 67
Ottawa Paint Works 61

P
Patrick & Co., W. G. 15
Pennock & Co., H. P. 13
Pritty Ltd., John 11
Purnell & Panter 9

R
Red Rose Tea 21
Richardson & Green 12
Rock City Tobacco Co. 18
Rose & Laflamme 16

S
Salada Tea Co., Ltd. 63
Sarnia Paper Box Co. 67
Scott-Bathgate Co., Ltd. 14
Scott & Thomas 15
Sebringville Cheese Factory 67
Shepherd-Mott Co. 16
Sherer Gillet Co. 65
Smith, K. 16
Smith Brokerage Co., Ltd., The 16
So-Clean Ltd. 67
Spratt's Patent Ltd. 60
St. Arnaud's Fils Cie 16
Stroyan-Dunwoody Co. 14
Swift-Canadian Co..Inside back cover

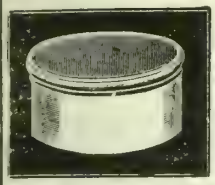
T
Teco Co., Ltd. 19
Toronto Pottery Works 67
Toronto Salt Works 67
Trade Sundries 60
Trent Mfg. Co. 67

U
Upton Co., Ltd., The T. 63

V
Vincentelli & Co., A. F. 67

W
Wagstaffe Limited 4
Walker & Sons, Hugh 62
Wallace Fisheries Ltd. 10
Watford Mfg. Co. 18
Watson & Truesdale 13
Western Canada Flour Mills.. 58
Welch Co., Ltd. .....Front cover
Western Transfer & Storage Co. 11
White & Co. 62
White Cottell's 67
Whittemore Bros. Corp. 57
Wiley, Frank H. 12
Williams Storage Co. 13
Woods & Co., Walter 14

BUYERS' MARKET GUIDE
Latest Editorial Market News



STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co,
Limited
608 and 609 Temple Bldg.
Bay and Richmand Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.
"SOCLEAN"
the dustless sweeping compound.
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

Olivier's Cream Toffee
5 cent bars
O. K.—Almond—Cocoanut
The finest made

Brokers
Man, & SasS. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)
MEDICINE HAT

A. F. VINCENTELLI & CO.
ANTWERP (BELGIUM)
The oldest Corsican Candied Peel and Fruit Manufacturers
CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

Buyers' Market Guide

NEW CURRANTS ON THE WAY

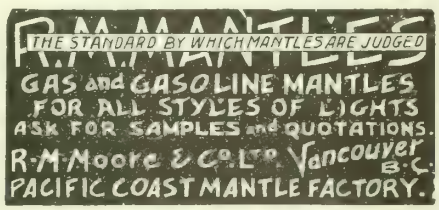
A shipment of new Grecian currants is expected to arrive about November first. Grecian currants this year are running well to the better grades which will have a tendency to make the spread in prices between the different grades less than for several years. Patras will probably be quoted at nearly the same price as Amalias. Vostizzas will also be lower.

TRY OUR
BRICK and LIMBURGER CHEESE
Always Choice and Fresh
Sebringville Cheese Factory
R. R. No. 5 - STRATFORD, ONT.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577



The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

SITUATIONS VACANT

YOUNG MAN (27), SINGLE, WITH THREE years' banking and eight years' general store experience, good education and appearance, very highly recommended, open for position after November 1st. Full information at Box 280, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE

FOR SALE—LIVE GROCERY IN SASKATCHEwan city, stock $5,000, fixtures and delivery car, $3,000. Turnover, $100,000. Rental $50, on favorable lease. Modern store in best residential district, where price-cutting is unnecessary. Cash required, $6,000. Possession November first if necessary. Box 294, Canadian Grocer, 143 University Ave., Toronto.

FOR SALE—GENERAL STORE BUSINESS and dwelling; post office in connection. Best locality in Annapolis Valley, N.S.; or would consider active partner with capital and enlarge business. Full particulars to Box 292, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—ONE OF THE LARGEST AND best retail grocery businesses in Western Canada, located in the best city. Turnover last year, $312,000. Showed good profit. Reason for selling, ill health. Splendid opportunity for right party Price, approximately, $30,000, practically all cash. Apply owner, Box 288, Canadian Grocer, 153 University Ave., Toronto, Ont.

MERCHANTS WHO WANT HAY OR CANAdian leaf tobacco communicate with Chs. Ed. Leonard, Ste Monique Co., Two Mountains, P.Q.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

BAKER'S COCOA *and* CHOCOLATE



Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

SITUATIONS WANTED

SITUATION WANTED—BY SMART YOUNG man having seven years' experience in retail selling. Apply stating salary expected to Box 286, Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITIONS WANTED

REAL LIVE MAN WITH LIFELONG EXPERIence in grocery and produce trades is open for better proposition as partner, manager, accountant, etc. It is not always easy to get in touch with right party of experience. Investigate. May be mutual opportunity. Box 290, Canadian Grocer, 153 University Ave., Toronto, Ont.

TEA BUYER, SINGLE, 33, WITH THOROUGH knowledge of all growths of tea, seeks good appointment. 12 years' experience of buying, blending, etc. Can organize and increase an existing turnover. Correspondence invited to Box 212, c/o T. B. Browne's Advertising Offices, 163, Queen Victoria Street, London, E.C. 4, England.

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

To get business you must go after it. Others do it through this section —why not YOU?

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency

Laprairie (Montreal) Que

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

Satisfied Customers!

That's the Only Way to Business Success



Swift's Premium Hams and Bacon create good-will and satisfaction that bring trade to your store from an ever-widening territory.

Butchers and Grocers are continually telling us that "Swift's Premium" is one Brand that is *sure* to give satisfaction and to bring repeat orders.

In addition, we are constantly stimulating *new* demand through our extensive magazine and newspaper advertising. Order

Swift's Premium Hams and Bacon

for your trade and be sure of satisfied customers.

Swift Canadian Co.,
LIMITED



"Sealshipt Oysters"
In Glass Jars



Fresh from the Sea to the Consumer

For the Better Class Trade

Oysters are not a necessity and how often the consumer will purchase them depends entirely on the satisfaction experienced when eating them. A lower price will not compensate for inferiority in oysters.

"Sealshipt Oysters" in glass jars are packed to a standard and not to a price. They are put up the best we know how. Back of these goods is the strongest oyster organization in America. There is no worthy substitute for "Sealshipt Oysters" in glass jars. Refrigeration is absolutely necessary as these oysters are packed without any preservative. The price is $6.50 for the 1 dozen case and $12.50 for the 2 dozen case. On the matter of bulk stock it is the same stock as we pack in the glass jar. The Three wine gallon package, which is 2½ Imperial gallons, is $12.30; the Five wine gallon package, which is 4 1/6 Imperial gallons, is $20.00.

Do not overwork the advantages of obtaining your supply from an exclusive oyster house. We devote our entire time and ability to the one thing we know best.

CONNECTICUT OYSTER CO., LTD.

"Canada's Exclusive Oyster House"

50 JARVIS STREET - TORONTO

CANADIAN GROCER

Members of the Associated Business Papers Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, OCTOBER 29, 1920 No. 44

"SEALSHIPT OYSTERS" IN GLASS JARS



Oysters are not a necessity and how often the consumer will purchase them depends entirely on the satisfaction experienced when eating them. A lower price will not compensate for inferiority in oysters.

"Sealshipt Oysters" in glass jars are packed to a standard and not to a price. They are put up the best we know how. Back of these goods is the strongest oyster organization in America. There is no worthy substitute for "Sealshipt Oysters" in glass jars.

CONNECTICUT OYSTER CO., LTD.

"Canada's Exclusive Oyster House"

50 JARVIS STREET - TORONTO

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested



Why Sell Only One ?

Aladdin Dye Soap possesses a profitable feature that some dealers overlook.

Every customer who buys a cake of Aladdin Dye Soap doubtless intends to dye more than one garment, either at once or in the future; and she does not intend to dye them all the one color—so why let her go out of your store with only one cake of Aladdin?

Many dealers sell six cakes at a time to a customer. They explain the advantages of having a **selection** of Aladdin colors on hand, to save time and the inconvenience of making a journey to the store when in the midst of housework.

By pointing out this to the women who ask you for Aladdin, you can make the Cash Register ring louder. Have you tried it?



CHANNELL CHEMICAL CO., LIMITED
Distributors **TORONTO**

CANADIAN GROCER, published every Friday. Yearly subscription price, $1.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.



Now is the Time!

Your customers do more baking and candy making during Autumn days. And, bulk milk isn't getting any cheaper or more plentiful as late fall closes in. Now is the time to get your customers cooking, baking, etc.—the ST. CHARLES way.

ST. CHARLES Milk improves favorite recipes, keeps fresh and convenient always. Recommend it and get your share of the fall business on ST. CHARLES MILK.

Then don't forget how handy ST. CHARLES Milk is to your customers who take long hikes into the bush during this season—they still like milk in their tea and coffee.

There's only one milk for them, and be sure and suggest all four sizes—2 lbs., 1 lb., 12 oz. and 6 oz. containers.

Ask us for free display material, recipe books, etc.
Make this your best ST. CHARLES season.

The Borden Co., Limited
Montreal

Borden's Products—
Eagle Brand Milk
St. Charles Milk



Borden's
ST. CHARLES
Brand Milk
"With the Cream Left in"

Reindeer Coffee
Reindeer Cocoa
Malted Milk

OXO CUBES

The Big Selling Season is Here



With the advent of the autumn, the volume of sales of OXO Cubes increases.

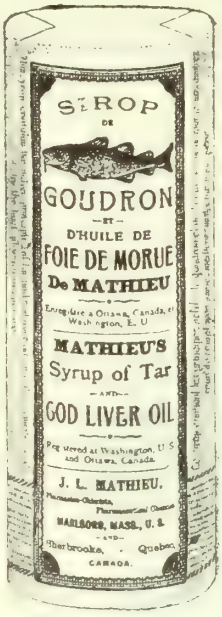
For years now, OXO has been the popular winter beverage, and this year the habit of "a cube to a cup" will be indulged in by a greater number of people than ever before.

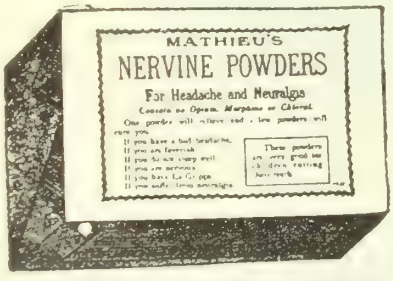
Our advertising is increasing the demand, and if you keep a display ever before your customers, you will reap the benefit in increased profits.

How is your stock lasting? Do not go short. Order now.

OXO LIMITED

MONTREAL TORONTO WINNIPEG





The Safe Road to Profit is through Mathieu's Remedies

Mathieu's Nervine Powders and Mathieu's Syrup of Tar and Cod Liver Oil will prove a real satisfaction to both purchaser and merchant. Their medicinal efficiency has been proven from coast to coast.

Mathieu's Nervine Powders are unexcelled for Neuralgia, Nervousness, Headaches, etc. For Influenza, La Grippe, etc., and also as a tonic, Mathieu's Syrup of Tar and Cod Liver Oil is unusually good.

Order to-day to ensure Early Shipment.

J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE - QUEBEC

Quality and Profit, Too!!



IT may be new to you to sell Barbados by a trade-marked name, but "Windmill" Brand will open your eyes! An article of the highest quality, backed by forceful advertising, the dealer has an ideal profit-maker at the present low price of

Windmill
Barbados
Super-Fancy

$1.33 Per Imperial Gallon

f.o.b. Montreal
f.o.b. Quebec
f.o.b. St. John, N.B.

Reduce your COST AVERAGE by taking on some "Windmill" at our especially low introductory prices, while they are available. If you cannot be supplied by your jobber—give us his name when writing.

Pure Cane Molasses Co. of Canada, Limited

St. John, N.B. Montreal, Que.

Wholesalers and Jobbers—you will find our "Windmill" campaign advantageous to you. Write for particulars.

Clark's Tomato Ketchup

Made in Canada



By Canadians

Now is your chance, Mr. Grocer, to make a hit.

Clark's Tomato Ketchup is positively the best on the market, and **Clark's Tomato Ketchup Poster** is now appearing on the billboards. Link up **your** store with **our** advertising, display this popular relish on your counters, etc., dress your windows with it and watch the sale grow.

All New Season's Pack.

See our list for "other good things"

W. Clark, Limited, - Montreal

Before gauging your stock requirements of butter, lard and other shortenings for the coming baking season, you will be vitally interested in the significance of the big publicity campaign being launched by The Canada Starch Company, Limited, for Mazola, the wonderful oil for Frying, Shortening, and Salads.

How will the Big Mazola Campaign Affect Your Grocery Sales?

THE baking season, so full of profit possibilities to the alert dealer, is again in full swing. Your own experience shows that with butter at its present price, and going higher as winter advances, people cannot use it freely in cooking. Favorite dishes have disappeared from the table.

Mazola, a wonderful cooking oil from the heart of golden corn, is already a success, without advertising. It needs only to be known to become staple. It has come to stay. All the resources of The Canada Starch Company, Limited, with its 63 years of merchandising experience, are pledged to the work of spreading MAZOLA news to every Canadian Kitchen.

Every sale and advertising plan is being used without regard to cost.

Decide now to plan an adequate stock to take care of the business you believe will follow.



In 1, 2 and 8 lb. TINS

The Canada Starch Company
Limited
MONTREAL

Makers of Lily White Syrup
Crown Brand Syrup
Benson's Corn Starch
and Mazola

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

BRUSH MANUFACTURERS

We would like to get the address of a good reliable manufacturer making shoe, stove and scrub brushes and will be obliged if you can give us this information.—George Watt & Sons, Ltd., Brantford, Ont.

Answer. — For manufacturers of shoe, stove and scrub brushes we would refer you to F. M. Baker, Front St., Toronto, Ont., agent for T. S. Simms & Co., St. John, N.B. Other manufacturers are Stevens-Hepner Co., Ltd., Port Elgin, Ont.; Meakins & Sons, Hamilton, Ont.; Boeckh Bros., Toronto, Ont.

* * *

SLICING MACHINE

We are in the market for a good slicing machine to be used principally in cutting loaf bread, and would thank you for names of reliable firms handling such goods.—Municipality Picton County, Drawer 667, Nova Scotia.

Answer.—Canada Scale & Slicer Co., Bowmanville, Ont.; Brantford Computing Scale, Brantford, Ont.; International Business Machines, Ltd., Toronto, Ont.; Hobart Mfg. Co., Church St., Toronto, Ont.

* * *

FRENCH MUSTARD IN BARRELS AND CASKS

Would you kindly advise on your question page the name of a firm we could procure good French mustard from in barrels and casks.—Supplies, Limited, Kentville, N.S.

Answer.—For good French mustard in barrels and casks we would refer you to the following firms: MacLaren's Imperial Cheese Co., Toronto, Ont.; MacLaren's, Limited, Hamilton, Ont.

WHERE TO BUY LETTUCE ALL WINTER

Can you put us in touch with some green house where we could get lettuce all winter.—J. C. Pinch, Sault Ste. Marie.

Answer.—For green house shipping lettuce all winter we refer you to Fuller Bros., R.R. No. 7, London, Ontario. You could also obtain same from the following fruit and vegetable firms: White & Co., Church St., Toronto, Ontario; Hugh Walker & Sons, Guelph, Ontario; Peters Duncan & Co., North Bay and Toronto, Ont.

* * *

ADDRESS OF AMERICAN CAN CO.

I would be much obliged if you would send me the address of the American Can Co. If they have a Canadian address please give me it.—H. F. Parnall, Newbury, Ont.

Answer.—Hamilton, Ont.

* * *

APPLE PACKERS IN ONTARIO

Will you kindly give me names of two or three merchants or packers of apples in Ontario who could supply car quantities.

A. DIONNE & CO.,
St. George East,
Beauce, Quebec.

Answer—Lemon Bros., Owen Sound, Ont.; White & Co., Toronto, Ont.; Hugh Walker & Sons, Guelph, Ont.; Peter Duncan, Ltd., North Bay, Ont., and Toronto.

* * *

PREPARED MUSTARD IN CASKS AND WHERE TO PURCHASE A CORN GRINDER

Kindly advise in your question column where we can buy American Prepared Mustard in Casks. Also where we could purchase a corn grinder.

S. L.,
Kentville, N.S.

Answer—For mustard in casks, try MacLaren's Imperial Cheese Co., Toronto, Ont., and McLaren's, Ltd., Hamilton, Ont. For corn grinder try the following firms: Ayars Machine Co., Salem, N.J.; agents for Canada, Brown-Boggs, Ltd., Hamilton, Ont.; Morral Bros., Morral, Ohio; A. K. Robins & Co., Baltimore, Ind., U.S.A.; Huntley Mfg., Silver Creek, N.Y., U.S.A.

* * *

AGENT FOR FOSTER CLARK, LIMITED, MAIDSTONE, ENG.

I wonder if you know who is the agent in Canada for Foster Clark, Limited, Maidstone, England, custard powders. We are interested in finding out, and if you can give us the information we will be very much obliged.

ADVERTISER.

Answer—Stewart, Menzies & Co., 32 Front St. West, Toronto, Ont., are agents for Eastern Canada.

* * *

APPLE SHIPPERS TO ENGLAND

Would you kindly advise me of any firm in Toronto or Montreal who ship apples to England in one or two box lots.

J. W. HANLEY,
Moose Jaw, Sask.

Answer—Mr. F. W. Dawson, Brampton, Ont.; Masson & Son, 1188 St. James St., Montreal.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....1920..

Please give me information on the following:—Name.....

Address .....

.....

.....

.....

Our Visitors Help Your Sales

THOUSANDS of people from all over Canada and the United States visit our "Sunshine" Biscuit and Candy Factory each year.

It is an outstanding plant in architectural design, its walls are of snowy white terra cotta on the outside and glistening white enamel and tile on the inside and is windowed by 40,000 feet of glass.

Our visitors view the largest, most modern and sanitary factory of its kind in America, where cleanliness, purity and products of quality are the pride of employer and employee.

These visitors and their friends will be asking you for **McCormick's products,** because they know, first hand, of their purity and quality.

McCORMICK'S

LONDON, CANADA

Branches at Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N.B., Vancouver

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

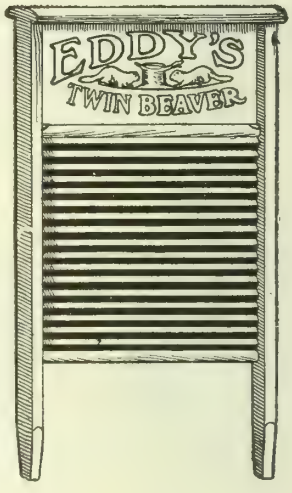
200 MOUNTAIN ST. : : : : MONTREAL, P.Q.

Two Reasons Why Eddy Products Are Easy To Sell!



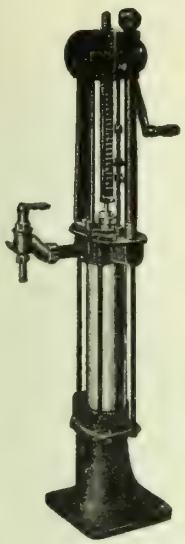
1. **Quality.**—The public know that the name Eddy is a definite assurance of value for money. And Eddy quality always lives up to the Eddy reputation.
2. **Publicity** — Constant consumer advertising develops the demand and makes every Eddy display resultful.

Always have a good supply of Eddy's Matches and Eddy's Indurated Fibreware on hand. And let your customers know you handle and recommend these justly famous products.



The E. B. EDDY CO., Limited

HULL - CANADA



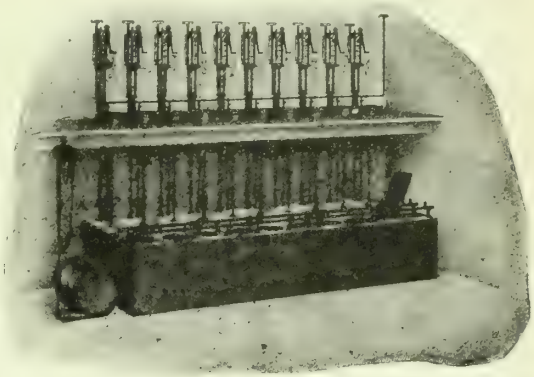
BOWSER
ESTABLISHED 1885

Oil Storage Efficiency

For cleanliness; safety, speed and accuracy in operation, and for business-promoting equipment—Bowser stands unsurpassed.

Systems made for oils, gasoline, kerosene, etc., protect you from losses and at the same time make satisfied customers.

Figure 41, as shown on the left, can be used for gasoline when connected with an underground tank; for kerosene and other oils the pump is connected with tanks in the basement.



S. F. Bowser Company, Limited

66-68 Fraser Ave. - Toronto, Canada

Branch Offices in all Centres

Representatives Everywhere

She comes—she looks—she buys!



Put Gold Dust packages where your customers can see them.

A woman who has seen Gold D st advertising—and very few in Canada have not—will look for Gold Dust on your shelves. Keep it where she can see it and it will sell itself.

Don't forget that Gold Dust is "Made in Canada." It has a good margin of profit and a quick turnover.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

Xmas Stockings

SPLENDID VALUES AT

5c., 10c., 15c., 25c., 50c., $1.00 to $2.50 Sizes at Retail

Stocking Bags

WITH SANTA CLAUS AND DOLL BODIES—FILLED WITH CANDIES

to retail at 15c., 20c. and 25c. each.

Milk Chocolate

SANTA CLAUS, TURKEYS AND NOVELTIES

We have the goods—write for prices now.

CHAS. LAUDER CO.

97 Ontario St., TORONTO

EUREKA



Refrigerators

Why not make your business one with few worries—a business without worries is unknown—but if you knew you could eliminate one of your chief worries, wouldn't you do so quickly? We know you would. Therefore cut out all worry in connection with the storage and display of your perishable goods. Install a Eureka Refrigerator. We make them in all sizes and designs and have one to suit your business.

Write for free illustrated literature.

Eureka Refrigerator Co., Ltd.

Head Office and Factories:
OWEN SOUND, ONTARIO

CARVER'S
TONIC SALTS

A Combined Nerve Tonic and Blood Purifier

Contained in neat, attractive tin — good for effective window show.

These salts are not just the usual effervescing refreshers but contain active medicinal qualities.

They purify and stimulate the liver and digestive organs.

A good line to market, showing a handsome profit.



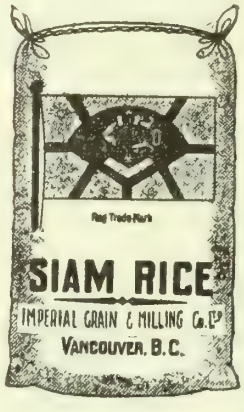
Address enquiries to your usual wholesaler or direct to

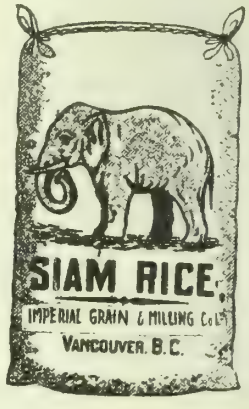
JOHN CRAMPTON & CO., LTD.

Manchester, England **Est. 1849**

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

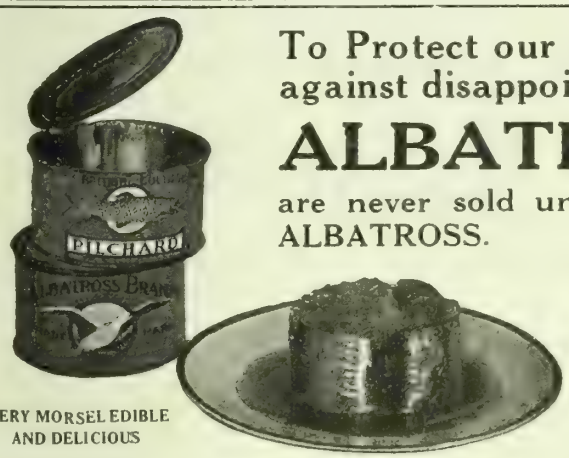
C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

JOHNSON LIEBER MERCANTILE COMPANY
of Canada, Ltd.
Brokers and Manufacturers' Agents
Established thirty years, maintaining offices in principal cities of Pacific northwest.
Our organization offers manufacturers every facility necessary to successful marketing of their product.
Calling upon Grocers, Confectioners, Hardware, Stationers and Ship Chandlers.
850 Hastings St. West, VANCOUVER, B.C.

JOHN PRITTY, Ltd. Merchandise Broker and Manufacturers' Agent
HEAD OFFICE: REGINA, SASK.
Live, energetic representation given, and fullest results from our territory guaranteed.
11 years in the West. An excellent connection amongst the trade, both wholesale and retail. We produce results.
Let PRITTY handle your account.

B. M. Henderson Brokerage, Ltd.
209 Empire Block, Corner Jasper Ave. and 101st Street, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Donaldson Phillips Agencies
Limited
Grocery and Produce Brokers
Egg Cases and Butter Boxes
124 Pacific Bldg. - Vancouver, B.C.



EVERY MORSEL EDIBLE AND DELICIOUS

To Protect our enviable reputation, and our customers against disappointment, we must announce

ALBATROSS PILCHARDS

are never sold un-labeled, nor under any other brand than ALBATROSS.

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec:—Alfred Powis & Son, Hamilton, Ontario
Manitoba and Saskatchewan:—H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia:—Mason & Hickey
J. L. Beckwith, Victoria, B. C.

TELL THE LADY



That for making fish cakes, fish loaf, etc., Wallace's Herrings are splendid.

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Special all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
Regina, Saskatoon, Calgary, Edmonton

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL HELP TO IDENTIFY YOU.

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

IN WRITING ADVERTISERS, PLEASE MENTION THIS PAPER.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Let us place your products among the leaders

Our past record and reputation for successful merchandising is your assurance of big results if you enlist our services.

Our organization is backed by ample capital, is composed of a chain of six large warehouses from Winnipeg to Vancouver, and at each point is a staff of thoroughly experienced, energetic salesmen.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED



The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

LET CANADIAN GROCER Sell It For You

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**



When Answering Advertisements Kindly Mention this Paper

YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

J. K. McLAUCHLAN
Manufacturers' Agent and Grocery Broker
(Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK & COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
"We cover Ontario with Grocers' Specialties and Confections."

H. C. BRENNAN
Manufacturers Agent and Grocery Broker
Representing J. H. Wethey Ltd.
Galanopulos & Macris, Patras, Greece.
Kearney Bros. Ltd.
Open to represent other Manufacturers of high class foodstuffs.
Booth Bldg. OTTAWA, CANADA

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents
aud Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

JAMES DAVIDSON & CO.
LIMITED
Fort William, Ontario
Manufacturers' Agents
Calling upon Wholesale and Retail Trade.
If you are not represented at the Head of the Lakes, write us, our selling force will push your sales over the top.

John J. O'Donnell Co.
Commission Brokers
Manufacturers' Agents
Representing J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited., Vancouver; Harry Hall & Co., Vancouver, and others. Correspondence solicited.
Heintzman Bldg., Windsor, Ont.

LOBSTERS
If interested for immediate shipment, communicate with
T. ASHMORE KIDD
Broker
KINGSTON - TORONTO

The Norcanner Brand



of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines



Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY
American Headquarters:
105 Hudson Street, New York
Canadian Agents:
C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co Winnipeg

OCEAN BLUE
In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from Your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

AGENCIES WANTED
For all lines of food products for Montreal and Quebec. Best references.
H. WHISSELL
639 St. Hubert St., Montreal

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs
Pois et Feves
Produits Alimentaires
Importers & Exporters
Peas and Beans
Food Products
ST. NICHOLAS BUILDING, MONTREAL

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

Belgo-Canadian Trading Co. Regd.
Import and Export
General Distributors
Importers of BELL RICE, Dutch Cocoa and West Indian Products
103 St. Francois Xavier St MONTREAL

PEAS WANTED
Good boiling peas, either carloads or less. Send samples advising quantity you have and price wanted.
Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

SHEPHERD-MOTT COMPANY
Manufacturers' Agents
Grocers' and Confectioners' Specialties
3 St. Nicholas St. - Montreal

K. Smith
Broker and Commission Merchant
1696A Hutchison St.
MONTREAL

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311
Residence 6383
80 ST. PETER ST.
QUEBEC

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

Waste Paper—

VERY HIGH PRICES NOW.

"CLIMAX" Steel BALERS

TURNS WASTE INTO PROFIT.

3,000 satisfied users.

Made in 12 sizes—a size to suit every business.



A Boy can operate it.

Write for catalog and prices:
Climax Baler Co., Hamilton, Ont.

When Writing to Advertisers Kindly Mention this Paper

Help Your Customers
To Get One Of These
Valuable Prizes

The Teco Company are offering valuable prizes for new recipes, and are publishing a series of advertisements similar to the following in leading Daily Papers during the campaign.

$500.00

worth of Useful Kitchen Utensils or Their Equivalent

IN CASH

Will be paid for new recipes for making Cakes, other than Pancakes, from a portion of

TECO
SELF-RISING
PANCAKE FLOUR

Mixed with a portion of any Standard Flour.



The very first taste will tell you why Teco Pancakes are in a class by themselves.

The Buttermilk Does it

(IT'S IN THE FLOUR)

Leading Dietitians

Have demonstrated to our satisfaction that Gems, Muffins, Cookies and other appetizing delicacies can be greatly improved in flavor and taste by adding a portion of Teco Pancake Flour to any Standard Flour.

TECO COMPANY, Limited

Want to make it possible for all their Customers to make better Cakes in this way, and for this purpose are offering a Sellers Kitchen Cabinet or its equivalent in Cash as a first prize, and twenty-nine others, for new recipes. All recipes must be in our office on or before November 30.

Ask Your Grocer

For a coupon and full particulars. If he cannot supply you, write us direct, giving your Grocer's name, and full particulars will be sent to you.

TECO COMPANY, Limited
BELLEVILLE, - ONTARIO

STOCK THE GOODS

Get a supply of the blank forms and circulars giving full particulars of the campaign. It is a money-making proposition for you.

TECO PANCAKE FLOUR has no superior.

The Buttermilk does it.

TECO COMPANY, Limited
BELLEVILLE, - ONTARIO

100% MEMBERSHIP

On Wednesday, Oct. 20, the Association of Canadian Advertisers endorsed the statement of W. G. Steward of Goodyear Tire and Rubber Company that all trade newspapers should be required to furnish audited statement of circulation.

We're with you, Mr. Steward. Every publication issued by MacLean Publishing Company is a member of Audit Bureau of Circulations.

Advertisers who are members of A. C. A. and those who are not would be acting in their own interests and in the interests of Canadian publishers by insisting that every publication in which their advertisements appear should come out into the open and furnish a statement of circulation certified by some independent organization such as A. B. C.

The following MacLean publications will gladly send A. B. C. statement of circulation on request:

TRADE NEWSPAPERS

HARDWARE AND METAL
DRUGGISTS' WEEKLY
CANADIAN GROCER
SANITARY ENGINEER
DRY GOODS REVIEW
MEN'S WEAR REVIEW
BOOKSELLER AND STATIONER
CANADIAN MOTOR, TRACTOR AND IMPLEMENT TRADE JOURNAL

MAGAZINES

MACLEAN'S MAGAZINE
FARMERS' MAGAZINE

TECHNICAL NEWSPAPERS

POWER HOUSE
CANADIAN MACHINERY
CANADIAN FOUNDRYMAN
MARINE ENGINEERING
PRINTER AND PUBLISHER

COMMERCIAL NEWSPAPER

THE FINANCIAL POST

The Autumn Tea Trade

People like a "Good Cup of Tea" these days. Weak teas are not cool weather teas.

Red Rose Tea has body and strength, as well as flavor.



T. H. ESTABROOKS CO., LTD.

St. John Montreal Toronto Winnipeg
Calgary Edmonton

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.



"Colman's" - "Keen's" Brands

Are Recognized As Standard

These reliable Mustards have a reputation that cannot be equalled.

Mustard is really a necessary article for your customers' kitchen cabinets, as it is indispensable at Meals where meats are served. It also adds zest to Salad Dressings.

Every sale of these Brands means a satisfied customer.



Canadian Agents:

Magor, Son & Co., Ltd.

MONTREAL
191 St. Paul St. West

TORONTO
30 Church Street



'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-
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Will the Co-operative Movement Wane With Price Declines?

Many Grocers Believe That It Will Not Survive—The Outcome of High Prices and Will Go With Return to More Normal Levels —Co-operative Store in Niagara Falls, Ont., Disposes of Stock.

THE co-operative movement, from the opinion of a number of grocers, in places where stores are being operated under co-operative auspices, does not seem to be considered at all a detriment, and the attitude of the legitimate grocer in regard to the same appears to be a very tolerant one. "It hasn't hurt my business." "I haven't noticed any great falling off in my trade since they started." "It is only a fad and will soon die out." These and numerous other remarks are the kind one hears when making inquiry as to what effect it has had on the regular retailer. The chief factor that seems to work against the success of the co-operative movement, according to the opinions of business men, is the fact that there are too many endeavoring to manage the stores, with the result that there is little or no management at all.

Disposes of Stock

A representative of Canadian Grocer recently visited Niagara Falls, Ont., where in the past year two co-operative stores have been conducting business. Recently one of them ceased to do business.

Malcolm J. Allen, 617 Ferry Street, Niagara Falls, Ont., recently purchased the stock of the co-operative store on Ferry Street, at 81 cents on the dollar, and is now offering it for sale at "rock bottom" prices in his own store, which is operated on the cash and carry plan. This co-operative grocery had only been in business five months. It was organized with a capital investment of $6,000, the amount of $4,500 having been subscribed by the shareholders, and the balance of $1,500 having been put up by the first manager. The organization of the store was the outcome of a movement on the part of a number of Old Country people. For a time, it appears, the store seemed to be attracting a good deal of trade. According to Mr. Allen, some difficulty arose over the management, and the first incumbent was relieved of his duties and succeeded by another. Overstocking and failure to keep the stock moving seems to have brought about the collapse. According to Mr. Allen the shareholders of the co-operative were all endeavoring to conduct the business, with the result that too many managers resulted in no management at all. An assignment was made about a month ago, and the stock, which approximated $3,000, was disposed of to Mr. Allen.

The Citizens' Co-operative

The Citizens' Co-operative is the name of the other store that is now the remaining one in Niagara Falls. It is the outcome of a movement on the part of a number of the employees of a certain large industrial concern in Niagara Falls. It represented a capital investment of something like fifty thousand dollars, shares being sold on the basis of fifty dollars each to employees of this factory. It was the intention of this movement to handle general merchandise. Already there have been about five different managers in charge of the business. Situated across the street from this store is the old established firm of Campagne Bros.

"Have you found the co-operative store across the way a serious competitor?" the Canadian Grocer representative asked Mr. Campagne.

Brings Him Business

"No we haven't," he replied. "We have gone steadily ahead, paying little attention to the fact that they are selling any lower than we are, and there has been no falling off in our business. In fact, if anything, I think it has been the means of bringing trade to our store. I know of instances where people came to buy at the co-operative store, and, unable to get there what they wanted, came over to our store. They also bought other things, and in some cases it meant the retaining of a permanent customer. Even some of the shareholders of the co-operatives have come here to buy goods. People like to get satisfaction, and in the matter of foodstuffs they will go where they can get it, whether they are interested in a co-operative store or not."

Movement Only a Fad

Another grocer in Niagara Falls declared that the movement was only a fad in Canada and would not survive. "With so many people interested in a grocery as in the case of a co-operative, the management is always being interfered with," he stated. "The president wants special favors, and sometimes walks into the store and helps himself. There is eternally friction between managers and officers. The co-operative movement grew out of the high cost of living, and is the result of people trying to cut down the cost of the necessaries of life. The movement is strong in the Old Land, perhaps because of the density of population, and Old Country people out here, as well as labor organizations, have been instrumental in getting the movement going. Of course I refer to the co-operatives, apart from the farmer movement. The grocer who is giving a real service to his customers has nothing to fear from the co-operatives.

"Service after all counts for more than anything else and I find that people are willing to pay for it."

Will Begin to Wane

From different parts of the Dominion come expressions of merchants on the farmers' co-operative movement. In some parts the legitimate retailer has had something to contend with in the way of unfair competition at the start, but the consensus of opinion appears to be that the movement is at least not yet

(Continued on page 22)

Reductions Now in Effect on Sugar

Quotation at Montreal is Now $17.90 Per Cwt. With One Refiner Quoting $16—Confectionery and Biscuit Manufacturers Will Buy in Canada as Far as They Can Do so at a Reasonable Price.

ANNOUNCEMENT is made of a drop of $2.50 per hundred on granulated sugar by the Dominion Sugar Refinery which brings their quotation down to $16 Montreal basis. Atlantic, Redpath, St. Lawrence and Acadia refineries have also reduced prices $1.60 per hundred, bringing their prices to a basis of $17.90 per hundred pounds in Montreal, to the retail trade with a 5 per cent. discount to the wholesaler. Although the Toronto quotations to the retail trade on Montreal sugars is $18.11 per hundred, second hand sugar is still available at prices around $16.71 for granulated and $16 for yellows. Some sales have been made to manufacturers at a figure considerably below these prices, and the opinion is expressed in wholesale circles that refiners will have to make a further reduction before the situation becomes stabilized in view of the fact that American sugars can be laid down at a lower figure.

Will Buy in Canada

On the question of supporting the refiners in their present crisis, the confectionery, biscuit and chocolate industries, a Dominion-wide association, take the attitude that the refiners viewed as being engaged in an important Canadian business should receive a reasonable measure of financial support. These industries state frankly that they are prepared to reserve their business for the Canadian refiners provided Canadian prices are not too far in advance of the price of American sugar laid down in Canada. "We fully intend to stand by the Canadian refiners provided they bring their prices to almost the same as American sugar can be laid down here," stated C. J. Bodley." In fact we are willing to pay as much as 1 cent per pound higher than the American prices, after duty, freight and exchange is added."

According to William Robertson, of Robertson Bros., Ltd., buying in New York at comparatively low American prices effects very little saving over Canadian prices when freight, duty, exchange and cartage are taken into consideration. Two cars were recently brought in, purchased at 11½ cents per pound, but "henceforth," said Mr. Robinson, "the confectioners will buy in the Canadian market, provided that there is only a cent difference in quotations."

Prohibit Cheap American Sugar

"The anti-dumping law as it is now being enforced prevents the importation of any of the 'depressed' or second hand American sugars that are being forced on the market by the banks that have closed out their debtors," stated a sugar refiner's representative. "The prices that these sugars are offered at does not represent the fair market value and it is up to the Government to decide just what is the fair market value that will cover the dumping clause and allow American sugars to enter Canada."

Under the present regulations, American sugars, invoiced at 12 cents per pound or over, are being passed at the ordinary rate of duty of 2.09 cents per pound. In view, however, of a recent Ottawa despatch, forecasting a ruling of the Customs Department that will set forth as the fair market price a figure which is from 2 to 4 cents higher than the ordinary market price for sugar, a representative of a Montreal sugar refinery stated that he would not be surprised if 15 cents was not accepted as the fair market price. "This, then," he said, "will bar the cheap United States sugar from Canada almost as efficaciously as the order of the Board of Coommerce would have done had it been allowed to stand." This representative also stated that it would have the effect of stabilizing the sugar situation and probably create a firmer market.

Is Not a Recent Development Only

Downward Revision of Prices is a Natural and Inevitable Corrective of the Unstable Condition Created in the Previous Period of Rising Prices.

THE downward revision of prices continues to be the factor dominating the general business outlook. The movement is a natural and inevitable corrective of the unstable condition created in the previous period of rising prices, reckless public buying and widespread speculation. Falling prices are not a recent development. Before the close of 1919 the prices of a number of important commodities had begun to decline. By the spring of 1920 a definite downward trend had been established. Since then the movement has been accelerated, until within recent weeks it has forced general recognition that the period of excessive buying at rising prices has definitely ended. Business must now go forward on a lower price level. This readjustment cannot be effected without embarrassment in individual cases. It will be effected, however, without serious general results by reason of the inherent strength of the credit situation and the assured co-operation of the banks with business, says the National Bank of Commerce.

The banks are amply prepared to finance business while it is working out a more normal basis of operation and a stable level of prices. This process will require the employment of a large volume of credit. Inventories cannot be disposed of abruptly. In many lines, owing to general indisposition to buy, their liquidation must be effected very gradually. Meanwhile they must be financed. The long run effect of the downward price movement, however, will be to ease the credit situation. The freedom from disturbance with which the readjustment is effected depends largely on the willingness of business to recognize the changed conditions.

Stabilization on a new price basis does not involve a return to the pre-war price level. For nearly two decades prior to the war, prices had been rising steadily. On economic grounds this rise might reasonably have been expected to continue, had there been no war. The actual level at which prices will be stabilized can only be worked out gradually on the basis of actual transactions over an extended period.

THE CO-OPERATIVE MOVEMENT

(Continued from page 21)

stabilized, and what at first seems to be a serious problem afterwards becomes of very little account as far as opposition is concerned. Some of these stores do not appear to be able to give the service that the regular retailer does. The manager is often not as vitally interested as is the case where the man is in business for himself. The service is not as efficient, and after all people will demand service, and if they do not get it in one place they will go where they can get it. With the likelihood of prices continuing to ease, the interest in co-operative movements, many grocers believe, will begin to wane.

Will Go Strenuously After Export Trade

Capt. H. G. Nobbs, of Holbrook's Ltd., England, Believes That After the Strike British Houses Will Be Inclined to Follow Up Advertising Secured When so Many Empire Soldiers Were in the Old Country.

TORONTO, October 28 (Special).—Capt. H. Gilbert Nobbs, who has charge of the overseas organization of Holbrook's Limited, of England, is here on a business visit from Sydney, Australia. He left England in September of last year for Australia, and when he reaches his native country again will have travelled around the world.

The trade will remember that Captain Nobbs was a distinguished officer in the late war, in which he lost his eyesight in one of the fierce Somme battles. Nevertheless he travels alone and enjoys life and his work. He left Sydney on September 12 and expects to return to Australia in March of next year. He came to Canada via Vancouver.

The captain believes that with the settlement of the strike in the Old Country business firms there will go strenuously after export trade. Before the strike their business was developing along these lines, and he believes British houses will be inclined to follow up the advertising they secured when so many Canadians, Australians and other Empire troops were there during the war.

Soldiers Want Old Country Lines

"There were 500,000 Canadian men overseas," he said, "who became accustomed to many Old Country goods. British firms had to provide food products for these men, and the domestic market there was overlooked, or rather it could not be taken care of. At the same time, while the labor market is perhaps no cheaper in the Old Country than here, the exchange is in favor of imports from England, and this will tend to bring in more British goods." His own firm, Holbrook's Limited, have found improved trade in Canada since the armistice. They import their sauce and vinegar but manufacture a number of the other lines such as custard powder here. "The war, too," he added, "has brought Great Britain closer to the colonies and the colonies closer to Great Britain, not only in an imperial way, but in a trade way."

Buying Power Increasing

Referring to business in Australia, Captain Nobbs stated that the buying power of the public is increasing, and while there has been a steadying in business during the last few months as a precautionary measure, there is no slackening in consumption. "As wages go up," he said, "there is an increase in consumption. Australia, too, is an important sugar-producing country. When I left, the wholesale price was £49 per ton of 2,240 pounds. Retailers were offering sugar at 13 cents a pound in their stores. The Australians employ white labor, which explains why the growing of sugar cane there is subsidized by the Government, so that the country may be able to compete with the black labor in other countries.

"Cheap sugar is a very important matter," he said. "So much depends on it as it enters into the manufacture of so many goods. Australia also has a large number of glass bottle works, so that there is no difficulty in getting all the bottles required for liquid goods. On the other hand, New Zealand hasn't any, and the cost of production in New Zealand is greater than in Australia. They have to import all their bottles. We have our own bottle factories in Australia so that we have not been up against the glass proposition there."

Capt. Nobbs sails from Montreal on the Melita, November 6.

"Changes in Prices To-day a Good Thing for the Grocer"

F. F. Adams, Cardinal, Ont., Believes Stocks at the Present Time Must Be Quickly and Regularly Turned-over—"A Time for Careful Handling and Thoughtful Buying."

"THE changes that are being made in prices and stocks of grocery merchandise are to my thinking a good thing for the grocer to-day," said F. F. Adams, proprietor of a large and thriving grocery business in Cardinal, Ont., when speaking to Canadian Grocer's representative. "This change is almost confined to foodstuffs and is, I feel, a direct result of the people protesting by curtailing their buying. After the armistice was signed and people felt that the war was really over, there was a relaxation, a reaction which resulted in almost prodigality. There was an abnormal demand for luxuries and a general carelessness on the part of the public, which, coupled with the exceedingly high cost of raw materials, labor and manufacture, led to high prices. The people are beginning to take a more serious view of things, to be more economical and to curtail their buying until prices are more reasonable. This could not but be felt by the manufacturers and the producers, and as a result many prices are gradually on the decline.

"This to the grocer should mean careful handling and thoughtful buying. There have been years, two or three of them, when a grocer could hardly make a mistake—any buying was good buying and there was hardly such a thing as over stocking since the demand was great and there was not an over production. The reverse is the case to-day, money can be very easily lost by careless buying. The present stocks must be quickly and regularly turned over as costs are continually changing. If one grocer fails in this, his neighbor, who has been more successful can take advantage of him and undersell him. To make this quick and regular turnover, a man must first reduce his stocks, then put real effort behind his selling staff and keep things moving. It is in that the grocer will benefit. It is a mighty good habit to get into, it will be an excellent training in a practice that has been all too much neglected.

"This will mean more organization. It adds interest to the business, and personally I feel almost grateful for this opportunity to add new interest in the business. I feel that the change will be first felt in lines like canned goods. Some may feel it is wise not to buy at all, but I feel that that is a mistake. Buy, buy, buy, feeling sure that all that is bought can be turned over in a definite time. Resolve and make it a point to do this. It will result in a much quicker turnover and additional business. It is a race that the grocer is entering upon, and it will be an interesting one. The man who lies down on the job cannot win, and besides will miss all the sport that attends the event."

ROYAL WARRANT GRANTED

Telfer Brothers, Limited, biscuit manufacturers, Toronto, have been granted a royal warrant as biscuit manufacturers to H.R.H. the Prince of Wales. When His Royal Highness was in Canada biscuits made by the above company were supplied to him.

Charles Petitclerc has been appointed to the staff of Laporte Martin, Limited, wholesale grocers, Montreal.

Making Profit from Credit Customers

Some Suggestions as to How to Deal With Credit Accounts—Danger of Allowing Customers a Greater Amount of Credit Than It is Possible to Collect, or at Least to Collect Easily.

SOME good points in how to deal with credit accounts, are brought out by C. C. Miesen, in the "National." "I know," he says, "that most dealers prefer to do a strictly cash business, but there are a great many who find it necessary to cater to a charge trade. A necessary evil, they call it, which must be permitted because of its trade-holding value.

"The dealer who does a charge business is threatened constantly with the grave danger of allowing to certain customers a greater amount of credit than it is possible to collect, or at least, to collect easily.

"It did not take me long to discover that safe credit merchandising depends largely on keeping records that tell from day to day how much credit is granted. Our books always are in balance and it is a simple matter to glance at them to find out whether a customer has reached his predetermined credit limit which always is listed at the top of his account.

"The foundation of our system really is our recapitulation sheet. All daily transactions of every nature are accumulated on it—cash sales, charge sales, money received on account, invoices received, checks paid, bank deposits, in fact all the figures of the day's business are listed and totaled before posting to the various accounts in the ledger.

"In the extreme left hand column amounts from all the charge sale slips are first listed and totaled. In the next all items on the charge sale slips are likewise listed and totaled.

"When all the other entries have been made the totals of the various columns are posted to accounts of the general ledger according to instructions printed at the head of each column.

"Thus it will be seen that the system is a complete double entry set of books, that the re-cap sheet acts as a distributing journal.

"Postings to the customer's accounts are made from the sales slips.

"One leaf in the ledger binder, which is arranged alphabetically, is devoted to each customer's account. When the account becomes active a statement is addressed and placed in front of the ledger leaf where it remains all through the month. It is posted at the same time as the ledger from the sales slips which are always arranged alphabetically the first thing each morning. After the posting is completed the difference between the total debits and credits is compared with the difference of the totals of the debit and credit posting media to see if the work has been done correctly.

"As the postings are made to the customers' ledger daily and the balance on every account is extended at every posting, we can tell instantly just how every account stands.

"In the general ledger is listed the amount of merchandise bought, the amount of merchandise sold, accounts payable, accounts receivable, bills payable, bills receivable, express, interest, proprietor's personal account, investment account, donation account, office supplies, light and heat, rent, salaries, profit and loss account, and other expense accounts. These accounts give such complete information about the business that it is possible at any time to draw off a detailed financial statement which is valuable in dealings at the bank and in making out the income tax report.

"From my experience extending over quite a period, I am convinced that one of the effective ways to promote business is to offer credit wisely and judiciously. But this cannot be done unless the dealer has constant and accurate knowledge about every account on his books through figures."

Groceteria Has Made No Difference in Turnover in the Regular Department

THE remarkable thing about the establishment of a groceteria department in connection with the business of W. E. Preston Co., Ltd., at Midland, Ont., according to Mr. Preston, is that it has made no difference, as far as the regular grocery department of the business is concerned. The "service" grocery store is situated on the main floor, where short credits are allowed and goods are delivered. The groceteria is in the basement. One of the advantages of a groceteria, in Mr. Preston's opinion, is that sales often result when the persons purchasing had no intention whatever of buying when they first entered. They just go downstairs to look around, but they rarely come upstairs without some parcels. The way display counts in a groceteria is one of the best things about it. People are simply confronted with goods, and they cannot resist buying.

Still Want Service

"There are still a great many people, however, who want the service of delivery, as well as an extension of credit," Mr. Preston remarked. "For them our regular grocery department is essential. While the groceteria has attracted a lot of new trade, the old way where people can still phone in their orders is appreciated by the customers that we have had for years. The person who likes the convenience of phoning in an order and having it delivered to her door, finds little attraction in the 'self-serve' way of buying."

Attracted Tourists

During the summer months, of course, Mr. Preston does a tremendous trade with summer tourists who spend the holidays in Georgian Bay and beyond. While these people are given a splendid service with the Preston supply boat, many of them coming down to Midland availed themselves of the groceteria last summer, and it attracted a goodly trade in this way.

Altogether the self-serve department of the W. E. Preston Co., Ltd., has proved a great success since its inauguration a few months ago. Mr. Preston declares that it has exceeded expectations, but on the other hand he does not believe that it will supplant the old way of doing business, nor yet has it detracted from the turnover in the regular way.

SALMON PACKERS' NEED FOR STORAGE FACILITIES

Vancouver, B.C.—The salmon storage situation on the waterfront is again reported as being in the acute stage. For some time the canners have been piling their packs in the sheds on the Government pier. The harbor commissioners gave Superintendent Heathorn instructions to have the space occupied by the salmon emptied in order to accommodate the cargo of the C. G. M. M. S.S. Canadian Exporter, due early in November. These instructions have been given the packers.

Efforts are being made to have the harbor board consent to retain the stored salmon until it is disposed of. If this is not done the packers will have to shift the present contents of the sheds, about 100,000 cases, to warehouses uptown, and then shift again when the goods are sent to market. It is understood that the packers have offered to ship all the salmon via C. N. R. if permission to retain use of the shed is granted.



Exterior view of one suggestion for the proposed new Pure Food Building at the C. N. E.

Thirty Thousand Square Feet of Exhibit Space Planned

THE committee selected by the Food Products' Association, which is composed principally of exhibitors and prospective exhibitors at the Canadian National Exhibition, has recently held a couple of meetings to go further into this matter of the proposed new Pure Food Building. At one meeting it was decided to have an architect prepare some plans embodying some of the ideas of the food exhibitors. These were prepared by B. H. Prack and submitted at the last executive meeting.

The above is a reproduction of the exterior suggested by the architect. The interior plan shows one idea as to how the ground floor can be allotted into exhibit spaces totalling approximately 30,000 square feet.

The Food Products' Association is preparing its proposition for the Exhibition directors, stating its chief requirements and what it is prepared to do. The plans that have been arranged will be placed in the hands of the city of Toronto's architects as suggestions.

It is proposed that the new building will be provided with a basement with storage places with lockers for the use of exhibitors. There will also be trunk lines arranged for water, gas and electricity so that connections can be made where desired in each booth. The building planned will be of red brick, and attractive in keeping with the pure food idea.

How Should Manufacturers Deal With Farmers' Co-operative Buying

Legislation Won't Do and is Impossible Anyway—Many Important Things That Should Be Brought Home to the Farmer—Co-Operation Between Dealer and Farmer One Solution Suggested.

By G. A. NICHOLS in Printer's Ink

THE problems described by Mr. Nichols in this article are practically similar to those we have in Canada. There is the big question as to whether manufacturers should sell farmers' clubs and associations at jobbers' prices or whether consumer prices should be quoted, or any prices at all. The trade will therefore find this review of the question as it is in the United States an exceedingly interesting one and Canadian Grocer would like to have expressions of opinion on it—The Editors.

THE movement to promote co-operative buying among farmers has passed the talk stage. Since it dropped many of the "isms" that have made it impossible in the past it has reached a stage of development that makes it necessary for the manufacturer also to do more than talk. Right here is an advertising and merchandising problem that really amounts to something, and the solution of which must come soon if some serious complications in the country's distribution system as it now exists are going to be avoided.

The thing that makes the farmers' co-operative buying movement more serious from the standpoint of the manufacturer and retailer than ever before is that the United States Government, through its Department of Agriculture, apparently is behind it. This department makes no secret of its indorsement of the idea. Its entire machinery, backed up by various state boards of agriculture and county agents, is at the disposal of farmers to put the thing across. The county agents in many cases are not only grouping the farmers and growers together but are actually buying co-operatively until the farmers and growers can see the benefits derived from securing low bulk prices.

The present national administration favors the idea most emphatically as a part of what it believes to be a constructive campaign to reduce the high cost of living. The administration ends next March. But that is no reason at all for believing that the Governmental attitude toward co-operative buying will be amended in any important particular. The fact is the farming element throughout the United States has become so interested in co-operative buying that it is beginning to like the plan immensely.

The menace of all this, so far as the retailer is concerned, lies in the fact that the farmers' organizations are forcing the manufacturer to give them jobbers' prices or better. Up to now co-operative buying has been largely confined to recognized farm staples such as insecticides, spraying materials and the like. But it does not take much of a stretch of the imagination to picture the thing going so far that the farmer soon will be trying, at least, to buy his shoes, clothes, and other essentials on the co-operative plan rather than from the retailer.

Disorganized Opposition

Governmental agitation of co-operative buying, put forth at this time when the whole merchandising scheme is in such an unsettled condition, naturally has had a powerful effect in causing the thinking farmer to favor it. But another potent cause is to be seen in the absolute lack of intelligence with which the other side of the proposition has been put up to the farmer. There are plenty of reasons why the farmer should favor his local retailer rather than seek to buy co-operatively. But he seldom hears of them. What he does hear is a lot of whining talk from retailers to the general effect that he owes it to the community to support them. Town pride and a lot of other unstable doctrine is brought before him, with the net result that he buys all he can from the retail mail-order houses and now is turning to the co-operative movement.

It is plain to be seen that whatever is done to combat this condition must be done by the manufacturer. The retailer as a class has neither the vision nor the ability to fight his battles in an effective way.

What should the manufacturer do? For one thing he should think clearly on the subject. He should realize the weak points of the farmers' scheme and thus not make the mistake of attributing to it more potential power than it actually possesses.

That there are glaring weaknesses in co-operative buying, that the farmers could easily be made to realize these and that the farmers themselves are far from being unitedly in favor of the proposition is shown by the experience of the Kansas State Board of Agriculture with a conference of farmers called to consider a co-operative-buying plan put out by the board.

There were about as many divergent ideas advanced at this meeting as there were farmers in attendance. Some wanted to build an elevator in every county. Others wanted co-operative stores, while still others declared there were too many stores already. The old bitterness between the Grange and the farmers' union cropped out.

Finally one of the leading farmers of the State made a hot speech in which he said that this, like all other uplift movements in behalf of the farmer, could not go over for the simple reason that the farmers would not stick together.

This is one weakness. Another is in the stiff restrictions which are necessary if the co-operative buying is going to be conducted strictly on a business basis.

In the Kansas plan there are three basic principles rigidly insisted upon.

In the first place the farmers must pay cash on receipt of the goods. For doing this it is planned that each local buying unit shall create a special fund in its local bank against which drafts covering shipments may be drawn.

Second, the farmers must order their goods possibly six months in advance, much as some merchants do. This is to get away from the expense of carrying a stock of goods from which the farmer may select what he wants.

Third, the farmers must standardize their requirements. Each county must bunch its orders and only orders for carload lots will be accepted. Thus the State farmers' purchasing bureau will be in position to order fifty or a hundred carloads of a commodity at one time and secure the lowest possible price.

For the present, the bureau proposes only to handle such staple commodities as farm machinery, binding twine, salt, flour, feeds and coal. It will have no warehouses, hoping thus to be able to operate with small capital and low overhead. The goods purchased will be shipped direct from the manufacturer to the units by whom they are ordered.

All this seems to be quite a ponderous proposition and it ought not to be a difficult matter for the manufacturer to sell the farmer on the idea that it would be better for him to pay the local re-

tailer his profit and get things the way he wants them.

But if the thing proceeds in its logical course along the way it has been laid out, there is going to come about eventually a condition serious for the retailer. It is not going to do away with the country retailer but it is going to make it increasingly difficult for him to gain a living, to say nothing about a satisfactory profit.

Baruch Seeks for a Solution

This latter idea is concurred in by Bernard Baruch, who was an interested spectator at the Kansas conference. Mr. Baruch said that no co-operative merchandising movement among farmers could become strong enough to displace the present merchandising system.

"There always will be plenty of merchandising that cannot be handled in a co-operative way," Mr. Baruch said to a friend of the writer, "but what I am trying to do is to find out whether there is any way of getting rid of a lot of this lost motion between the producer and the consumer. Our system of distribution is a wonderful and delicate mechanism, but it is too costly. The problem is to take up some of this lost motion and make the machine work more efficiently and economically.

"When I get back to New York I am going to have a talk with Herbert Hoover. It may be that as a result of this I shall have something definite to propose along this line to the farmers. The farmer's problem is the biggest thing in the world to-day. It happens that I don't have to work for a living and so I have some time to devote to a possible solution."

Herbert Hoover, by the way, is to address the Kansas farmers next month on the co-operative buying plan. By that time it is expected that something definite may be decided upon so far as the Kansas end of the proposition is concerned.

Force or Education?

Manufacturers who have been thinking over possible ways to combat co-operative buying have advanced to "Printer's Ink" a number of ideas upon which they think the fight should be based. Leaving out some obviously impossible methods of procedure, the suggestions may be summed up in three general divisions:

One group advances the possibility of securing national legislation against co-operative buying.

Another would carry on educational propaganda work among farmers.

The third would have the manufacturers agree among themselves that under no circumstances would they give anything better than consumer prices to any organization not selling goods at retail.

Any move to remedy the situation through the enactment of legislation would encounter all sorts of difficulties. Manufacturers investigating this angle have decided that even if the necessary laws could be passed by Congress—which they couldn't of course—they would be surrounded by all sorts of constitutional difficulties. Legislation is out of the question for at least two reasons: An important division of the Government is promoting co-operative buying. In addition to this the farmers themselves form a political power so effective that the law-makers can be depended upon to give them the benefit of any doubt that may arise. The influence of farmers upon Congress has been demonstrated so many times that it needs no further exposition here. The repeal of the daylight-saving law, despite its being favored by a big majority of the people, is case in point.

The manufacturers may as well forget about national legislation in this particular.

Some have investigated to find if laws are already established in states that might be invoked to prohibit this kind of buying. The inquiry is in progress at this writing. It has been found already, however, that the states of New York, Pennsylvania, Massachusetts, Illinois, Wisconsin, Missouri, Kansas, Colorado, California, Oregon and Washington not only have no laws that might be construed as prohibiting co-operative buying but that the laws, on the contrary, rather favor the idea.

Educational work offers a much more promising outlet for manufacturers' energies. Obviously good results from this only can be gained after continued effort extending over a considerable period. The benefits in the highest measure would come on the cumulative basis, just as they do in all other kinds of advertising.

If the American Farm Bureau Federation is able to carry out its intention of advertising both to the town and the rural section relative to the urgent necessity of both proceeding on a live-and-let-live basis, then it would seem that much of the sentiment in favor of co-operative buying ought to fall down of its own weight. It is based on sharply-defined class consciousness, and this is one of the things the American Farm Bureau Federation expects to sweep away.

Educational work done by manufacturers in behalf of retailers would supplement all this most effectively. There are plenty of things that ought to be brought home to the farmer forcefully.

"It seems to me," a manufacturer said to "Printers' Ink," "that we manufacturers are overlooking a most promising opportunity through not supplying to dealers a definite plan whereby they can co-operate with the farmers through the various county agents to the mutual benefit of all. There ought to be a live organization of retailers in every town no matter how few in number the dealers may be. The commercial organization should in each case try to get representative farmers as members. The farmer is a business man just as much as is the man who is running a store."

"Last fall," said another manufacturer, "when the Illinois Commercial Apple Growers' Association met to buy insecticides, members declared they would not purchase from dealers or jobbers because they feared they would thus have to pay a consumer's price. They knew that if dealers and jobbers in Illinois could buy insecticides lower than they could, their existence would not be justified and the organization would go to pieces. The manufacturers knew this also and practically all of them quoted consumer prices. One or two, however, quoted jobber's prices or better. The result is that to-day manufacturers must sell insecticides in Illinois to dealers and jobbers with the understanding that their prices will be in line with those quoted to the Illinois Commercial Apple Growers' Association.

"Our contention is that the manufacturer should list every fruit-growing organization and co-operative buying body in the United States and decide which should be dealers and which consumers. Any organization operating retail stores would, of course be entitled to dealers' privileges, but all the others should be quoted consumer prices only. If this policy should be adhered to, the buying organizations automatically would have to quit business.

"I cannot see why it would not be just as lawful for manufacturers to protect their interests in this manner as it is for the organizations to get together for the purpose of disrupting the dealer and jobber market and going so far as to publish their intentions widely. This is the most powerful weapon we can fight with right now. If we use it properly and back it up with a definite advertising campaign to dealers and jobbers I think we could kill co-operative buying in a short time."

An official of the American Farm Bureau Federation, while ready to admit the necessity of keeping up the retail store in order that the country towns might flourish, thus increasing the value of farms, told the writer he could not understand why a manufacturer would not just as soon sell ten carloads of a product to a co-operative-buying organization as to a jobber if the price would be the same.

"The manufacturer is after outlet for his goods," said this official, "and he gets it in either case."

The answer is easy.

Any manufacturer selling co-operative organizations at low prices for the mere purpose of disposing of tonnage would be exceedingly foolish, for the reason that it is impossible to build up a legitimate and established trade on his products through such channels. Getting the business one year on price he loses it to some other manufacturer next year on price. This is no foundation upon which to base a manufacturing, advertising or selling programme.

Certificated Grocers' Examinations

Questions on Papers in Subjects for the First Year—What Students Must Answer in Groceries, Provisions, Bookkeeping and Commercial Arithmetic

CANADIAN GROCER referred at some length in a recent issue to the course of study and regulations for examinations of the Institute of Certificated Grocers. The course comprises the first year, or preliminary course and examination, the second year or intermediate course and examination, the final or national examination, after which a certificate and membership are granted by the institute.

Of interest to the trade will be found the examinations in the first and second years, and it will give the grocers and grocer clerks in this country an idea of the qualifications demanded of men in the Old Country.

The following are the questions asked on the different subjects in the first year examinations, and in another issue Canadian Grocer will give the second year examinations:

FIRST YEAR PAPER

Section A—Grocery

Of the eleven questions set in "grocery" and "provisions," any six may be attempted but not more than six, including at least two questions in "provisions."

1. Why should tea be kept covered up? What is the duty on Indian tea, Java tea, Ceylon tea, and China tea? From what country do we obtain the largest quantity of tea? What distinctive tea is grown on the slopes of the Himalayas?

2. State from what parts of the British Empire we obtain coffee, and the rate of duty payable on same.

3. Give the names of the countries which send us sultanas, evaporated apricots, dates.

4. Describe any two products of the cocoa-nib.

5. (a) Name the countries from which we obtain cloves, and briefly describe how the various kinds differ.

(b) What is the difference between mustard and mustard condiment? Should any precaution, and what, be taken in the sale of mustard condiment?

6. Sketch briefly the method of refining sugar. What is the object of refining?

Provisions

7. Describe the following: Cumberland-cut, short-cut ham, Bath chap, York ham, Ayrshire roll, picnic ham, square shoulder.

Or for Scotland: How is the Wiltshire-cut side divided for the sliced trade? Describe briefly how Ayrshire bacon is cured.

8. What particular care is required in storing cheese? What do you guard against, and how?

9. Name the chief butter-producing countries. Describe the butters you are acquainted with, giving particulars of the packages and weights.

10. Describe the size, weight, and general appearance and the package, if any, of New Zealand, Canadian, Gorgonzola, Edam and Camembert cheese.

11. What do you understand in relation to eggs by "17 pound," "long hundred," "half case?" How would you test eggs for freshness?

Section B.—Bookkeeping

Of the five questions set in "Bookkeeping," only three may be attempted.

12. Give specimens of one debit and one credit entry: (a) in an account with a customer; (b) in an account with a wholesale supplier.

13. On March 30th Mrs. Smith's account totals £1 17s. 6d.; on April she is credited with empties returned 11d., and on April 6th pays you £1 on account. Make the necessary entries in the sales ledger and bring down the balance.

14. Explain the difference between an invoice and a statement.

15. To satisfy the principle of double entry, in which two accounts should the following transactions be entered: Bought C. & B., goods £5; sold Mrs. Smith, goods 3s. 6d.; paid C. & B., cheque £4, less discount, 2s.; cash takings on April 15th, £25.

16. What is a trial balance? If the two columns of a trial balance do not agree, what is probably the reason?

Section C—Commercial Arithmetic

Of the five questions set in "Arithmetic," only three may be attempted, of which No. 21 must be one. Working must be shown.

17. What percentage of a £1 are 3d.; 2s. 6d.; 16s. 6d.; 13s. 4d., and 11s. 8d.?

18. What decimals of £1 are 6d.; 7½d.; 1d.; 14s. 6d.; 9s. 3d.?

19. What is the difference between percentage of profit on cost and on return when goods are bought at 18s. per dozen and sold at 1s. 9d. each?

20. Bacon is bought at 240s. per cwt. One-third is sold at 20 per cent. profit on return, one-third at 10 per cent. profit on return, and the remainder at cost price. What is the total percentage of profit on return received?

21.* Make out a bill for the following order on the bill-head provided (each item to be charged to the nearest farthing):

¾ lb. tea at 3s. 4d. per lb.
1 lb. 3 ozs. cheese at 1s. 10d. per lb.
2 lbs. 6 ozs. bacon at 2s. 6d. per lb.
18 ozs. sugar at 10½d. per lb.
6 eggs at 3¾d. each.
2 jars jam at 1s. 2½d. each.
2 ozs. cinnamon at 3s. 6d. per lb.
¾ lb. coffee at 2s. 10d. per lb.
6 ozs. evaporated peaches at 1s. 2d. per lb.

Allow for 7 jars at 1s. 3d. dozen already returned.

Section D—Knowledge of English

Definite questions are not set under this heading, but the candidate's attention is drawn to the fact that extra marks will be awarded for correct spelling, punctuation, composition, and answering the questions in clear language and logical order.

Handwriting will be specially considered, extra marks being also awarded for neatness, legibility, and the general setting out of the answers.

FACTS THAT PROVE THE SELLING POWER OF WINDOW DISPLAYS

Here is some strong evidence of the selling power of the window display as given by a merchant who has received many prizes in contests for good windows:—

Fact. No. 1.—Early in June I had on hand three cases of —— condensed coffee, and wasn't selling a can. After displaying this product in the window I sold out completely and have re-ordered three times from our central supply depot.

Fact No. 2.—People didn't seem to realize that this store sold —— shoe polish until the window display. Since then, the sale has been brisk.

Fact No. 3.—Before displaying —— soup in my prize window I was averaging three cases. During the display period the figures went up to eight cases, and the beneficial effects of this promotional work has been permanent.

Fact No. 4.—I have re-ordered —— six times since the window display and —— soap has passed from the no-call, no-sell state to one of healthy activity.

"Marketeria Permits Offering of Only Standard Brands"

G. Trussell, Manager of Grocery Department of David Spencer and Co., Victoria, B.C., Declares That the Groceteria Idea Eliminates Salesmanship—A New Department in the Spencer Store.

"THE marketeria spells the doom of the anonymous package, and the offering of other than standard brands." This was the statement of G. Trussell. manager of the newly opened groceteria department of David Spencer & Co., in Victoria, B.C.

After study of the methods in use in Seattle, Vancouver and several eastern points the David Spencer Co. in Victoria opened their department recently to a record attendance.

"How did you manage to have everything running so smoothly when your employees had previously had no groceteria experience?" Mr. Trussell was asked. "Well," said Mr. Trussell, "previously we had a dress rehearsal. We had about 100 girls from the other departments in the store come down and go through the motions of a crowd of busy shoppers, selecting goods here and there, carrying them to the counter, getting their slips and collecting their parcels, so that when we opened up on Wednesday everybody knew exactly what to do."

At the entrance to the groceteria section, which occupies a major portion of the whole store basement, is a checking booth where shopping bags, etc., are received from those coming into the department, as a precaution against theft. Every bin has the price of the article therein plainly marked, and beside this each item in every bin has its price marked upon it. This is a protection to the store as well as eliminating mistakes at the checking counter. Here, where the goods are listed and charged stands a battery of adding machines. All the girls in the department are taught to operate these machines, and while they are not all behind this counter in the early part of the week, they are all qualified to do the work during the rush hours. With regard to the subject of brands, Mr. Trussell said, "In the ordinary variety of grocery store a grocer can recommend unadvertised lines to his customers and build up quite a sale for them, but in the groceteria there is no salesman at hand to make explanations or laud the qualities of any merchandise, so it is necessary to sell those varieties that are reputable lines. With no one at hand to answer questions, the average woman will not take a chance on any brand that is not familiar to her.

While not at present carrying these lines this department will carry all kinds of pastry, cookies, and bread, also fruits and vegetables. A large peanut butter machine is being installed, and a fully equipped soda fountain is being added.

How Some Customers are Lost

This is the second of a series from the customer's viewpoint, written by a customer and based on an actual incident.

I HAD just got the kitchen nicely cleaned up the other morning and gone into the other part of the house when the grocery boy arrived with the groceries. By the time I had got back to the kitchen the boy had left the order and disappeared. Standing against the leg of the table was a bag of charcoal, or at least, part of the bag, the balance was scattered all over the floor, such a mess, all over my clean floor.

I was so aggravated that I immediately went over to the store to make a complaint. The boy had just arrived before I went in, so I asked him what he meant by scattering charcoal all over my clean kitchen.

"The bag was torn before I left the store," he said.

"Then if it was broken, why did you bring it?"

"It was the only one we had."

"Then you should have had sense enough to have turned the bag upside down, and not spill it all over the floor," I told him.

The proprietor was out so I took the matter up with the head clerk. He said he would see that it did not happen again. That was all very well, but who would clean up the mess, I asked him. Of course, he was very profuse in his apologies and gave the boy a good scolding.

Now I do not think this was altogether the boy's fault, although he could have been more careful when he was bringing the charcoal into the house. Boys are so thoughtless, and I have no doubt he thought it a good joke because I could see a twinkle in his eye when I was talking to him and I suppose by this time it is known all over the neighborhood, how he made me mad by dumping charcoal all over my clean kitchen floor.

I know some people who have quit dealing at certain stores for a less grievance than that, and if it had been their floor that was mussed up with charcoal, the store would have lost a good customer.

It seems to me that if I had been the one that put up the order I would not have sent out the broken bag of charcoal, even if it was the last in the store. Clerks should see that goods leave the store in the best condition and not take a chance on sending out broken parcels. It is just such little things like this that are the direct cause of people changing their grocer and I suppose the grocers wonder why they sometimes lose a customer.

Why Chicken Soup Imports Are Regulated

In the issue of October 8, Canadian Grocer, there was an article based on an interview with an importer in regard to chicken soup not being permitted to come into Canada except it met with the regulations as imposed by department officials at Ottawa. These regulations prevent the importation of canned chicken soup unless it is accompanied by a certificate of post-mortem inspection and ante-mortem inspection.

A member of the trade points out that these regulations have been in effect in Canada since 1908. "Canadian factories," he said, "have been operating under that provision for the past twelve years, and why should others be allowed to ship their products into Canada unless they are regulated similarly? We all know that in the past veal has been used in place of chicken, and while no doubt there are some foreign manufacturers who put up reputable products, there are others that would take advantage of the Canadian market if the law was not properly enforced. In Canada there is a Government inspector in each factory where chicken soup is put up, to certify to the material used and to see that labels are put on tins properly.

"In view of this it is only right and fair that imports should be regulated accordingly."

It was in the drawing class at the school.

"Sargent was a great artist," said the teacher. "With one stroke he could change a smiling face into a sorrowful one."

"That ain't nothin'," piped up Johnny. "Me mother does that to me lots of times."—"Chicago News."

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ESTABLISHED 1886

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WATCH CREDIT ACCOUNTS

THERE is urgent necessity for every grocer and general merchant at the present time to watch his credits closely, and to endeavor to put his business on a cash basis as much as possible. Where it is not straining a point, to such an extent as to create dissatisfaction, every merchant should insist on cash, but even where credit is allowed, it should not be for too long a time. No doubt there are many instances in the grocery trade, where the retailer will not demand cash from all his customers. To do so would possibly mean offence and the loss of his order patronage. On the other hand, much can be done to eliminate credit allowances at the present time, and where the public is taking a sane view of conditions, it should not be difficult to impress on the people the necessity for paying cash on all transactions.

There is no doubt about it, that recessions in prices are in progress, and the merchant must be prepared to face them. He is best prepared for such an occurrence, if his own business is in a stable condition. He is well advised, who has his collections in first-class order. He should see to it, that all accounts in arrears are paid up promptly, and that no accounts are allowed to run on indefinitely.

It is not essential that the merchant curtail his buying altogether, but it is important that for the time being he buys only as he needs. Turning his stock over quickly should be his chief concern, paying promptly for what he buys, and in turn being paid promptly for what he sells.

BOARD OF COMMERCE RESIGNS

THE Board of Commerce for the time being at least has passed out of existence, and with the resignation of the officers it is the intention of the government not to make new appointments just now. The Board since its first appointment has had a rather stormy passage, and its actions one way and another have had considerable opposition. On different occasions strenuous objection was made to some of its orders that affected the retail trade. Regulations were passed that were not marked by sound business judgment, and only made for inconvenience and expense to hundreds of merchants. Rulings of the Board were made that only caused annoyance, and did not accomplish anything worth while in the interests of the public. The retailer was in nearly every instance the one most affected, and had to bear the brunt of judgments that were conspicuous for their lack of correct understanding and sound business.

Many business men, however, are of the opinion that there is a place for a Board such as the Board of Commerce, where merchants could appeal in matters vitally affecting the different branches of retail trade. Such an institution would be working to the advantage of the retailer, by conferring with him, in the best interests of not only the merchants throughout the country, but also in the interests of the public. Where the merchant is helped, the people at large also benefit.

EDITORIALS IN BRIEF FORM

ADVERTISING which is truthful, and which carries a message of useful goods or services to people who have need for them serves a public need. It tells people where to get what they need, and it suggests new and valuable things to the public. By increasing demand, it prompts quantity production, with resulting economies.

* * *

YOU think that if you sold more goods you would enjoy life more, but you do not appreciate the fact that if you enjoyed life more you would sell more goods.

Satisfactory Profit Plus Betterment

Analysis of a Grocer's Statement—This Merchant Underestimates His Business, and No Harm Can Result from Understatement—Net Profit 3 Per Cent. on Margin of 15⅞ Per Cent.

By Henry Johnson, Jr.

NOT often do we find grocers who understate their performances, but this one, who asks me to criticize his statement, does not take to himself the credit he deserves. Parts of his letter are instructive, as for instance:

Increase in accounts receivable over last year is due to three special accounts. It is interesting to note that the entire excess was wiped out within ten days after this statement was made up. We do not figure as assets on any basis accounts the collection of which we consider doubtful. Thus, $243 carried as of no value on January 15, 1918, came in during the year. Of this, $169 was an allowance for damaged goods from a wholesaler, which we were not sure of collecting. This year we have been just as drastic in omitting doubtful accounts from list of assets.

Fixture account covers cash register, counter - refrigerator - silent - salesman, three show cases, horse, wagon, sleigh, harness, safe, two sets computing scales, coffee mill, etc., etc. We believe our figure of $622.85 is not more than 60 per cent. of their value. The stock also is taken at figures probably $150 to $200 under value. Included is 1,880 pounds of tea taken in at an average of about 10 cents per pound under the market, because it cost us that.

On expense sheet, the wages account includes $1,560 taken out as wages by the partners. Delivery boy's wages are included in delivery expense. Bad debts are figured at just under ½ per cent. on sales, which, from our 15 years' experience, fully covers the item. Interest item represents six per cent. on investment, besides some small amount paid to one of the partners for money loaned for short period. Once money is withdrawn from the business the business must pay regular bank interest for its use if it is later required, just as if we borrowed from the bank.

Our turnover of about six times a year seems small. It is due principally to our being some distance from wholesale houses, also to the fact that it has paid, during the past three years, to carry fairly heavy stocks. During this year our stock should show reduction.

STATEMENT SHEETS:

Assets—	Jan. 15, '20	Jan. 15, '18
Cash on hand	$ 164.33	$ 236.80
Accounts receivable	2,623.19	2,397.79
Fixtures	622.85	651.85
Crockery, etc.	392.17	330.49
Grocery stock	4,277.25	4,144.98
	$8,079.82	$7,760.91
Liabilities		
Owing wholesalers	$1,572.54	$2,487.72
Owing partner	350.00	.....
	$1,922.54	
Leaves net worth	$6,157.28	$5,275.19
Deduct worth, 1918	5,273.19	
Shows increase	$ 884.09	
Amount taken from business by partners		$1,980.92
Added to net increase		884.09
Shows year's profits		$2,865.92
Turnover		$26,501.00
Not including truck account (exchange of goods for butter, eggs, etc.), which may have been $750 to $1,000 more.		
Expense Sheet—		
Rent		$ 216.00
Wages		1,898.00
Advertising		75.00
Delivery		
Wages	$338 00	
Feed, Repairs, etc.	210.00	
		548.00
Heat and light		81.00
Ins. and taxes		52.38
Bad debts (½ per cent. on sales)		130.00
Ice		32.00
Office		22.00
Paper, twine, etc.		170.00
Interest		339.39
Postage		15.00
Depreciation		29.00
		$3,610.77

About 14 per cent. on turnover.

Important Features

The outstanding virtue of this statement is, it seems to me, its careful conservatism. In fact, it exemplifies what I have talked about a good deal: That no harm can result from understatement, while much can arise from overstatement. For note this: In January, 1919, they took no account of $243 of questionable accounts. Had that never come in at all, the standing, as they had taken it on January 15, 1919, would have been unaltered. But it did come in, hence it was like so much found, and now makes up part of the showing on January 15 of this year.

Following out the same method of drastic discount this year, they are pretty certain their calculations are sound; that if any variation occurs during this year, it will be on the right side of the ledger. Note specially the fixture account, which is one on which merchants generally hesitate to take all the depreciation they should take. It should be borne in mind that the minute a fixture is purchased and put into your store, it actually depreciates 50 per cent. for purposes of sale. Hence, the only fair and just way to absorb such depreciation into the expense account, is to take off not less than 10 per cent. on inside fixtures each year, and 20 per cent. on delivery equipment.

An underestimate of $150 to $200 on the stock of groceries is not too great a deduction. It is perfectly right to take that tea at original cost, not only as a matter of principle, but now especially, in view of the liability of your having to sustain declines in value of many items as the year passes.

Note also the item of interest charged into expense. Note the way interest is paid to each partner if he loans money to the business, just as if the same money were borrowed from the bank. That is excellent business practice—it cannot, in short, be improved upon.

Turnover is hardly rapid enough; but the explanation of being removed from the wholesalers and the enhancing value of merchandise during the past three years is admissible. But now, I trust the idea will be followed of lessening the stock gradually, but steadily. From now onward, merchants hardly can go too slowly on the buying end of their business.

Errors and Omissions

The net gain for the year is $884.09, not $2,865.92. You cannot charge off wages and yet count the amount in net gains. The time of the two partners was taken up in the business. Hence the business must pay for it. Paying for it, the item is expense simply. And it cannot be both expense and profit. Let every tub stand on its own bottom. It would be as reasonable to charge off interest both on capital invested and on what is paid to the partner for money and then turn around and count that item as profit.

The actual net profit of the business, from the showing given, is $884.09, and that figures about 15 per cent. on the invested capital at the beginning of 1918. It is equal to 3.08 per cent. and a trifle more, on sales. There appears to be some error in computing the expense ratio, for all I can make it is just under 12.60 per cent., say 12 3-5 per cent. So the gross margin averaged 15⅞ per cent.

Improved Condition

There is an improvement in the condition as compared with last year, in that the amount owing is some $560 less than it was a year ago. In working to reduce stock, see that the liabilities are cut down steadily and that the outstanding accounts are not permitted to creep up on you.

There is another thing which you should now consider very carefully and seriously. That is the building of a surplus. Let me show this in one or two ways:

The capital earnings were, as stated, 15 per cent. last year. Suppose you now assume that your capital is $6,157.28, and that next January you find you have made only about $884 again, that will then show you only about 14 1-3 per cent. on capital, and as your capital increases the ratio will tend to go downward.

(Continued from page 34)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

On Wednesday, October 20, at the Bascilla, Montreal, Miss Marielle Hebert, daughter of Mr. and Mrs. Zepherin Hebert of Montreal, was united in marriage to Phillipe Krafft, Croix de Guerre, son of Mrs. Krafft, 22 Boulevard St. Michel, Paris. The wedding was solemnized by Archbishop Bruchesi at 11 o'clock, and after a private reception at the home of the bride's parents, Mr. and Mrs. Krafft motored to Lake Placid to spend ten days. They will sail for France in November, and will reside at 26 George V Avenue, Paris. Mrs. Krafft is the daughter of the president of Hudon, Hebert & Cie, Ltee., wholesale grocers in Montreal.

ONTARIO

F. W. Field, Toronto, Ont., has sold to John Jones.

J. F. Tighe, Ottawa, Ont., has sold to K. L. MacIntosh.

T. A. Cowling, Ottawa, has opened a grocery business.

Chas. McLean, Hamilton, Ont., has sold to J. A. Watson.

W. H. Colborne, Fort William, Ont., has sold to C. McEwer.

W. H. Littleton, New Toronto, Ont., has sold to J. L. Davis.

A. Hunsberger, Beamsville, Ont., retail grocer, has sold to A. E. Quinn.

K. L. MacIntosh, Ottawa, Ont., has opened a retail grocery business.

Edward Leacock, Sault Ste. Marie, Ont., has sold to E. D. Ross.

Merrick & Litster, retail grocers, Barrie, Ont., are closing out their business.

A. McNeil is now managing the Dominion Stores at 1037 Gerrard St. E., Toronto.

Thos. McCann, grocer, at Whitby, Ont., is dead. He was one of the oldest business men in Whitby. He was in his 80th year.

Robert M. Fitzsimmons, formerly a merchant and a cheese buyer in Brockville, passed away in New York City a few days ago. His wife, two sons and a daughter survive.

The business of Ransom's, Limited, at Wales, Ont., is offered for sale. The estimated value of stock on hand is $14,000.00, consisting of dry goods, boots and shoes, crockery, hardware, groceries, flour and feed.

The Owen Sound Cereal Company's plant is rapidly nearing the operating stage and in three weeks it is expected that the big mill will be turning out its product. The company has been financed in Owen Sound. It will go extensively into the manufacture of cereals, particularly oatmeal and split peas.

C. H. Curnoe has purchased the businessness at 73 Queen Street W., Toronto, formerly carried on by A. Morris.

Robert Black has purchased the business at 732 Queen St. E., Toronto, formerly owned by Nelson Speers.

Harold Seddon, Montreal Canadian representative for Lea & Perrins, London, England, was a recent visitor in Toronto.

Elliot Marr & Co., wholesale grocers, London, Ont., have purchased the building formerly occupied by John Tanton & Son, and will shortly remove their warehouse to the new location.

Several grocers in Toronto waited upon the Board of Police Commissioners the other day, asking that body to withhold prosecution of the early closing by-law until the Attorney-General's office has defined what really is a grocery store. The Board, as the early closing by-law was passed by Council, and was beyond its jurisdiction, took no action.

British Interests Will Manufacture Matches in Canada

Pembroke. — The British interests which own the large match manufacturing business of Maguire, Paterson & Palmer, Ltd., have recently decided to extend their operation to the Dominion of Canada, and have formed a company, incorporated under the name of Maguire, Paterson & Palmer, Canada, Ltd., with head offices in Montreal, and an authorized capital of $5,000,000.

This company has acquired all the properties previously owned by the Pembroke Lumber Company, which held upwards of 800 square miles of timber lands, with mill properties located at Pembroke. A large splint manufacturing business is to be established at an early date in the town.

The Canadian company has now under consideration the location of a match factory here, and the lumber operations formerly carried on by the Pembroke Lumber Company will be continued.

FIRE DESTROYS QUEBEC VILLAGE

Montreal.—Five homes, one hotel, two stores, a blacksmith's shop and a hay shed were destroyed by fire at Stanislas, Quebec, near Valleyfield, recently, the damage being estimated at between $150,000 and $200,000. Nine families have been driven from their homes and practically the whole business section of the village is wiped out.

Recuperation of French Industry Very Remarkable

Montreal (Special).—Z. Hebert, president of Hudon, Hebert & Company, Limited, wholesale grocers, has returned to his office after a two months' visit to France and England. Mr. Hebert left last June with his wife and family, and spent most of their holiday in France. He reports a strikingly cordial relationship existing between the French and English peoples, particularly since the war. The party visited most of the now famous battlefields. Mr. Hebert expressed surprise at the recuperation of French industry in the devastated areas. The French peasants have been very industrious and successful in cultivating the one-time battlefields, ninety per cent. of which are now under cultivation. "There is an optimistic spirit prevailing among the French people as to the future, and their one thought is to get back to normal times and industry once more," said Mr. Hebert. "France suffered more severely and perhaps more vitally than any other nation, shouldering the greatest burden, but she is quite evidently shouldering her new burden in taking her place again among the nations as an important industrial factor in the world's trade, quite as aggressively."

Speaking of the financial state of the country, Mr. Hebert said: "Prices remain high in France, and will do so for some time. The people are very heavily taxed but are bearing the burden with the same sturdiness that they showed after the Napoleonic wars. They are quick to come to the aid of their country, and every man, woman and child shares his or her burden. Prices will remain high, too, just as long as the exchange rates are as adverse as they are at the present time in that country."

Mr. Hebert spent much time playing golf and in seeking the much-needed rest after three trying years of business, and now on returning to his office plainly shows the good effects of his pleasant vacation and his enjoyable visit to France.

IN BRITISH DAIRY SHOW

Brockville.—Butter and cheese manufactured in this section is entered in competition at the British Dairy Farmers' Exhibition being held in London, England, this month.

Board of Commerce is No Longer in Existence

Members of the Commission Resign Following the Permanent Suspension of the Sugar Order by the Government—Await Action of Privy Council

FOLLOWING the action of Parliament making permanent the suspension of the Board of Commerce in regard to a fixed price on sugar, Capt. W. J. White, F. A. Ackland and Gerald Dillon, the commissioners composing the Board of Commerce, have resigned, and for the present, at any rate, the Board of Commerce as a Government body has ceased to exist. The Government accepting their resignations has decided not to take steps to reconstitute the tribunal until the judicial committee of the Privy Council in England has given a decision in the stated case now before it, and so define the extent of the board's power to control profits. When a decision is given as to the extent of the Federal authority in relation to the Board of Commerce Act it will be for the Government to consider what then should be done.

No Reasons Given

The reasons which impelled the three commissioners to present their resignations and which are understood to have been set forth in a letter to the Government have not been disclosed. Messrs. White, Ackland and Dillon were appointed to fill vacancies caused by the retirement first of Judge Robson, of Winnipeg, the original chairman; then of Commissioner James Murdock, and finally of W. F. O'Connor, K. C. The appointment of Messrs. White, Ackland and Dillon was temporary in its character.

They were selected to carry on the work of the board until a judicial decision should determine whether or not the Parliament of Canada had jurisdiction to enact the sections of the Board of Commerce Act empowering that tribunal to control profits. The question had been submitted to the Supreme Court of Canada. That court had divided equally, and to secure a definite decision a further reference of the problem to the Privy Council was necessary.

Looks to the Time When Factory Will Be Built in Canada

Capt. Allan Perrins, member of Lea & Perrins, London, England, was a one day visitor in Toronto during the week. Captain Perrins left England on September 27, going direct to New York, combining a pleasure and business trip. "We are looking forward to the time when conditions will warrant us building a factory in Canada even larger than the one we now have in New York," stated Capt. Perrins to a Canadian Grocer representative. "We fully realize that Canada is a big market for our product, and just as soon as our trade here is a little further developed there is a possibility that we will build a factory to take care of the Canadian trade the same as the New York factory looks after the United States trade."

In referring to the coal miners' strike, Capt. Perrins remarked that the only effect the strike has had upon his business is the stopping of the bottle manufacturers from operating owing to the lack of coal. Fortunately this has not as yet affected them to any extent, but there are some manufacturers who are importing bottles from Canada, something that has never been done before.

NEW PRESIDENT DOMINION SUGAR CO.

At a meeting of the directors of the Dominion Sugar Company, Limited, Ralph Gilchrist, of Alpena and Detroit, Mich., head of Gilchrist and Company, Gilchrist Fordney Company, and interested in other large financial and industrial concerns in both Canada and the United States, was elected president of the Dominion Sugar Company, Limited, to succeed the late Henry B. Smith of Bay City, Mich.

Toronto Grocers Elect Officers for Coming Year

The Toronto Retail Grocers' Association held meeting at Victoria Hall, 53 Queen St., East, Tuesday evening of this week, when the following officers were elected:

President, R. Dawson; 1st vice-president, J. Blood; 2nd vice-president, Geo. Riley; secretary, J. B. Folk; treasurer, T. H. Clee; executive, F. H. Bible, Jas. L. Casey, C. Rogers, Jas. Hussey and D. J. Leonard.

MR. HARGREAVES VISITS CANADA

George P. Hargreaves, managing director of Hargreaves Bros. & Co., Ltd., Gipsyville, Hull, England, was a visitor in Toronto this week and while there called at the Toronto office of Canadian Grocer.

ACADIA SUGAR CONFERENCE

Sales Representatives in Montreal This Week—Presentation to Sales Manager.

MONTREAL, Oct. 28 (Special).—The first annual gathering of the sales representatives of the Acadia Sugar Refining Co., since the head office was moved to Montreal, was held here from Monday until Wednesday. Representatives present included those from Halifax, St. John, Quebec, Ottawa, Toronto, Kingston, Hamilton, London and Winnipeg, and many matters connected with the sales part of the business were gone into with the general manager, D. R. Turnbull.

On Tuesday night a dinner was tendered the sales representatives. This was presided over by R. G. Schofield, of St. John, N.B., who has been connected with the Acadia Company for about fifty years. The dinner was held in the Old Colony club rooms at the Windsor Hotel and was made the happy occasion for the presentation of a cabinet of silver to John G. Reid, the general sales manager of the company, who has recently entered the ranks of the Benedicts.

The visiting representatives all expressed themselves as having had a highly pleasant and profitable conference.

New Goods

A NEW POWDERED MILK

"Drimilk" is a new powdered milk packed in one-half, pound, and 10-pound tins for the retail trade, also in 60 and 100-pound barrels for manufacturing purposes. "Drimilk" is simply a high grade fresh milk with the fat separated and transmuted to powder, which, with



the addition of cold water can be reconverted into a liquid milk for table and cooking purposes. "Drimilk" is manufactured by the Drimilk Co., Ltd., Toronto, Ont.

NEWS FROM WESTERN CANADA

WESTERN

Robert Tompkins, grocer at Matlock, Man., suffered a loss by fire.

A grocery store has been commenced by Albert Dennis in Winnipeg.

L. Torre has succeeded J. E. Anderson in the grocery business at Winnipeg.

Mrs. A. Reid is discontinuing her grocery store at Medicine Hat, Alberta.

H. Lass has succeeded H. Simon in the grocery business at Winnipeg, Man.

E. J. Bull has been succeeded by Geo. W. Oliver in the grocery business at Winnipeg.

Wm. Howe has sold his grocery and confectionery store at Binscarth, Man., to H. Styne.

F. H. Law has been succeeded in the grocery business by Geo. C. Knapp at Vancouver, B.C.

John G. Stitt has sold his grocery and confectionery store at Winnipeg, Man., to Dunn Brothers.

M. Vansteenkiste has taken over the grocery business belonging to Wm. Haney at Winnipeg.

Campbell Grocers, Ltd., have succeeded G. T. Mayes, at Winnipeg, in the grocery business.

The Canadian Grocery Co., of Winnipeg, have changed their name to Excelsior Wholesale Grocers.

Dauphin Milling & Creamery Co., Ltd., are commencing a wholesale grocery business at Dauphin, Manitoba.

G. F. Fletcher has succeeded H. Carbonneau in the grocery and confectionery business at Vancouver, B.C.

Beckett & Chinn, who operate a grocery store at East Kildonan, Man., have dissolved partnership, H. Beckett continuing the business.

The storehouse at the rear of Campbell's general store in Carron, with all the contents, was, a few days ago, completely destroyed by fire. The loss is estimated at $4,000.

Prince Albert, Holmes Mair, formerly with the Prince Albert Trading Company, has re-entered the employ of the company as grocery manager, succeeding A. Motherwell, who has resigned to take the management of the new co-operative store.

E. A. Sayers, cashier for the Codville Company, wholesale grocers, Winnipeg, Man., was taken suddenly ill on entering Liggett's drug store. Medical aid was summoned, but before this could reach him he expired. The deceased was about fifty years of age and had been with the Codville Company a number of years, by whom, as well as his associates, he was respected. He leaves a sister, Mrs. Charles R. Gilmour, 116 St. George St., Toronto.

British Columbia Sugar Refining Co. Insures Employees

The British Columbia Sugar Refining Co., with head office in Vancouver, has taken out a group policy with the Sun Life which amounts to approximately half a million dollars. Under the terms of the contract, the officials and heads of departments are insured for a flat amount of $3,000 each, and all other employees for an initial amount of $1,000, increasing by $100 for each year of continuous service, up to a maximum of $2,500, and credit is given for past service, the company paying the entire premium.

FIRE IN FACTORY OF NATIONAL BISCUIT CO.

Vancouver, B.C.—Fire, which broke out on the fourth floor of the National Biscuit Company factory, 1706 First Avenue West, recently, caused damage estimated at $4,000.

The fire originated on the top floor in the mixing and storeroom and was confined entirely to this portion of the building, but the stock on the lower floors suffered considerably from water damage. The loss is covered by insurance.

MERCHANTS ARE STILL DIVIDED ON HALF HOLIDAY

No announcement has been made by officials of the Lethbridge branch of the Retail Merchants' Association as to the results of the petitions on early closing on Wednesday. However, it is understood that the split still exists in their ranks.

Some merchants are still determined to remain open Wednesday afternoons as well as Saturday evenings and as they affect practically every line of retail business in the city others are not willing to commit themselves to staying closed every Wednesday afternoon during the winter months.

The petitions were circulated, it is understood, and a great many merchants signed them in favor of closing Wednesday afternoons, but as long as one branch of them is determined to remain open concerted action will be hard to get.

FLOUR MILL DESTROYED

Steinbach, Man.—Fire completely destroyed the Steinbach flour mill, owned by P. T. Barkman and Sons, a few days ago. The loss is estimated at $40,000. Two thousand bushels of wheat, 260 sacks of flour and a considerable amount of seed grain were destroyed. The cause of the conflagration is unknown.

SATISFACTORY PROFIT PLUS BETTERMENT

(Continued from page 31)

Again, with over $6,000 capital and a diminishing stock, you will not only have idle money but the temptation to "go easy" on accounts, or fixings, or other things will be strong.

Put Surplus Away

So suppose you now purchase a war bond for $1,000 or for the amount less than par for which it may now be purchased, paying down what you can manage to collect during the next few days, say a total of $600, then leave the bond with your bank for security and pay the remaining $345 to $360 as rapidly as you can. Thus you will accomplish several mighty valuable things.

You will keep your working capital down to around $5,000 and have interest on only $5,000 to charge into your expense account.

You will keep yourself scratching to pay your bills, so you will collect promptly and avoid getting into easy-going buying habits.

You will have $1,000 in solid business insurance on which you can lean and fall back upon whenever stress comes. For you can borrow any sum up to, say, $850 against that bond any time from your bank.

You will have started the habit of saving real money out of your business—and I ask you to believe that no merchant ever makes real money out of his business until he begins to withdraw real money and invest it in solid securities outside. Think it over—and act. Such a step is the beginning of real financial independence, and now is your best possible chance to begin it.

JUSTICE ELEVATOR BURNS

Justice, Man.—Ogilvie's elevator here, with about 20,000 bushels of grain, was totally destroyed by fire. The cause of the blaze is a mystery.

W. H. Escott & Co., Ltd., Winnipeg, have been appointed representatives for Western Canada for Bishop & Pringle, of Owen Sound, Ont., manufacturers of pickles, catsup, etc.

SOMETHING MISSING

Sandy McNab took a sixpenny ticket in a raffle for a pony and trap. He won it. Was he pleased at his good fortune? Not a bit.

When the pony and trap were brought to him he surveyed them gloomily and said:

"I telt ye the whole thing was a swindle."

"What's the matter?" asked his friends.

"Where's the whip?" demanded Sandy.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE feature of the grocery markets is the substantial reductions on sugar by all refineries. The general trend of the markets continues easy with slight reductions manifest on some lines. Dried fruits continue at high figures but retailers are showing little buying interest.

MONTREAL—Reductions in the cost of provisions and groceries feature the market this week. Pork will be reduced in price as a result of the lower cost of hogs. The supply of hogs offered on the market is much improved. The same, however, cannot be said of beef as only the supply of western cattle is keeping up the supply. A slight reduction on beef carcases is quoted, however. Butter is lower in price but eggs are holding firm at the high prices. The same can be said of lard and shortening which is very firm at the present time. Sugar is reduced in price this week. Corn syrup and corn starches as well as laundry starches are all reduced in price as a result of the lower cost of corn. Some of the medium grade teas are lower in price but the better grades are holding firm in price. Rolled oats, oatmeal and rice are reduced in price. The oat market is very weak and quotations vary considerably. Canned tomatoes are reduced seven and one half cents per doz. The new nut crop now on the market is quoted a little higher but there are supplies of nuts on the market which are further reduced in price. Cotton twine is twelve cents a pound cheaper on account of the lower cotton market. California oranges are dearer this week.

TORONTO—Sugar quotations show substantial reductions. There are still second-hand sugars available at lower prices than refiners' new quotations. Following the bumper corn crops and lower prices on same, corn syrups have been reduced. Starches both laundry and culinary are also reduced. Rolled oats are holding steady although a slight shading in prices is noted in some quarters. A shipment of new layer Smyrna figs is due to arrive on this market at the end of the week. New seedless raisins in packages have arrived. Old crop prunes are being offered at lower prices to clear up stocks pending the arrival of new crop supplies. Teas and coffees are ruling quiet and unchanged. Shelled almonds and peanuts continue weak and quotations on spot stocks are further reduced. Canned goods are moving slowly, some jobbers continue to offer new pack corn and tomatoes at prices below canners' opening quotations. New pack jams are holding steady under a very limited enquiry. Shipments of potatoes are arriving freely but dealers report a great deal of rot from some districts; it is the general opinion the prices have reached the lowest level. Fancy Ontario apples packed in new barrels are being offered at high figures, the fact that barrels, labor and freight are much higher this year is the reason for the high prices to the trade. Valencia oranges are nearing the end of the season and quotations are higher. Flour and millfeeds are unchanged. One brand of maple syrup is reduced. One brand of yeast, lye and baking powder are quoted higher.

The run of cattle at the Union Stock yards was heavy during the week with trading rather slow. Choice cattle are holding at firm figures but the poorer grades are inclined to be easier. Live hogs are in an easy market, with quotations reduced. Receipts of fresh eggs continue to decline, and indications point to higher prices for the best grades and a firm market for the other grades. Butter continues weak with quotations again reduced. The cheese market is quiet with quotations a shade lower.

WINNIPEG—There have been practically very few changes in the grocery markets this week. Both wholesalers and retailers are booking orders to fill their immediate requirements. The Dominion Sugar Refinery have lowered their price on granulated sugar. Corn syrup and starch are expected to be lower due to the immense corn crop in the U.S. The tea and coffee market remains unchanged while spices remain steady. New canned goods are arriving and advices from Canadian packers state that they have packed only sufficient goods to take care of orders on hand. The dried fruit market remains unchanged and New California seedless raisins are now in the market. The peanut market is reported declining. Flour advanced thirty cents per barrel during the week. Fruit and vegetables remain in good demand and prices remain steady.

QUEBEC MARKETS

MONTREAL, Oct. 29.—The feature of the grocery market this week is the reduction in price on many staple lines. Sugar is reduced to $17.90 per cwt. and in one case as low as $16.00 for both beet and cane sugar. Corn syrups and corn starches are reduced in price due to the lower cost of corn. Some of the cheaper teas are further reduced in price but it is expected that the best quality of tea will be even dearer than it is at the present time. Lower prices are quoted on rolled oats and on oatmeal. It is intimated that pepper may be dearer again in price. New nuts are quoted higher in price. Canned tomatoes 2½ lb. tins are reduced seven and one half cents in price. Cotton twine is reduced twelve cents per pound. Oranges are higher this week and nearly all California oranges are quoted at $10.50.

Some Sugar Prices Down

Montreal.

SUGAR.—As a result of the ruling of the Government in connection with the action of the Board of Commerce in prohibiting the importation of sugar and the consequent withdrawal of this order the sugar refiners have reduced their prices to meet the competition from the United States. Sugar is now reduced in price to $17.90 for granulated by all the refiners except the Dominion which is quoting $16.00 for both beet and cane sugar. In most cases this is a reduction of $1.60 per hundred pounds with a 5% discount in a large order. There is a feeling however, that before November is through sugar will advance slightly in price. There is a rumor that the price of raws is far too low for the present condition and that an advance on the American market will result. This will also mean better conditions for our Canadian refiners.

Atlantic Sugar Co., extra granulated, cwt.	17 90
Acadia Sugar Refinery, extra granulated..	17 90
Canada Sugar Refinery	17 90
Dominion Sugar Co., Ltd., crystal gran..	16 00
Dominion Beet Sugar	16 00
St. Lawrence Sugar Refineries	17 90
Icing, barrels	18 10
Do., 25-lb. boxes	18 50
Do., 50-lb. boxes	18 30
Do., 50 1-lb. boxes	19 60
Yellow, No. 1, bags	16 90
Do., No. 2	16 80
Dark Brown	16 70

Corn Syrups Are Lower

Montreal.

SYRUPS.—The molasses market continues unchanged this week after the reduction quoted last week. There is however, a change in the price of corn syrup, a reduction of 1 cent a pound is made on bulk lots, and a 25 cent reduction on 2 gallon or 25 pound tins and a reduction of 40 cents on 3 gallon pails, also a reduction of 65 cents on a 5 pound pail. The cases of white corn syrup are reduced in price as shown by the price list. These reductions as in the case of corn starches which are reduced one cent per pound on account of the lower cost of corn.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 09
Half barrels, about 350 lbs...	....	0 09¼
Quarter barrels, about 175 lbs.	....	0 09¾
2 gal., 25-lb. pails, each	....	2 85
3 gal., 38½-lb. pails, each	....	4 25
5 gal., 65-lb. pails, each	....	6 85
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	6 60
5-lb. tins, 1 doz. in case, case	....	7 45
10-lb. tins, ½ doz. in case, case	....	7 15

	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	1 40
Barrels	1 43
Half barrels	1 45
Puncheons, outside city	1 35
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case.	8 25
5-lb .tins, 1 doz. in case, case.	6 80
10-lb. tins, ½ doz. in case, case	6 65

Starches Are Reduced

Montreal.

PACKAGED GOODS.—There is a reduction in the price of culinary and laundry starches this week. The reduction on prepared corn starch is from 14 cents a pound to 11½ cents a pound. Laundry starch is reduced from 12½ cents a pound to 9¾ cents a pound. The different brands of starches vary in price from the standards according to the quality. Celluloid starch (45 packages to the case) is now quoted at $4.70, being reduced 80 cents per case.

PACKAGE GOODS

Breakfast food, case 18				3 50
Cocoanut, 2 oz. pkgs., doz.				0 78½
Do., 20-lb. cartons, lb.				0 35
Corn Flakes, 3-doz. case	3 50	3 65	3 50	4 25
Corn Flakes, 36s				4 15
Oat Flakes, 20s				5 40
Rolled oats, 20s				6 50
Do., 18s				2 42½
Do., large, doz.				3 00
Oatmeal, fine cut, pkgs., case				6 75
Puffed rice				5 70
Puffed wheat				4 25
Farina, case				2 35
Hominy, pearl or granu., 3 doz.				3 65
Health bran (20 pkgs.), case				2 50
Scotch Pearl Barley, case				2 60
Pancake Flour, case				3 60
Do., self-raising, doz.				1 50
Wheat Food, 18-1½s				3 25
Wheat flakes, case of 2 doz.				2 95
Oatmeal, fine cut, 20 pkgs.				6 75
Porridge wheat, 36s, case				7 30
Do., 20s, case				7 50
Self-raising Flour (3-lb. pack.) doz.				3 20
Do. (6-lb. pack.), doz.				6 30
Corn Starch (prepared)				0 11½
Potato flour				0 13
Starch (laundry)				0 09¾
Flour, Tapioca			0 15	0 16
Shredded Krumbles, 36s				4 35
Cooked bran, 12s				2 25
Enamel Laundry Starch, 40 pks. case				4 30
Celluloid Starch, 45 pkgs. case..				4 70
Package Cornmeal				4 25
Malt Breakfast Food (36 pkgs.)				12 50

Canned Tomatoes Lower

Montreal.

CANNED GOODS.—There is a striking reduction in the price of canned tomatoes this week. Two and one-half pound tins are now reduced 7½ cents to $1.75 and $1.80 per dozen. There is no change in the other prices on canned tomatoes. Apart from this change the rest of the quotations on canned goods are holding firm.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	2 15	2 20
Beans, Refugee	2 15	2 20
Corn, 2s	1 57½	1 62½
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 75	1 80
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	....	5 00
2½-lb.	....	6 50
1-lb.	....	3 75
Pears, 2s	4 25	4 50
Pears, 1s	4 25	4 50
Do., 2½s	....	7 20
Do., 2-lb.	....	5 40
Pineapples (grated and sliced).		
2½-lb.	....	5 75
2-lb.	....	4 75
1-lb.	....	2 50
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25

New Nuts Higher

Montreal.

NUTS.—A further weakness in Grenoble walnuts is shown this week with a reduction of three cents per pound to 26 cents. The new supply of Marbot and Valencias shelled are now on the market at an advance of 2 cents per pound t 25 cents for Marbots and 58 for Valencias. Filberts (Sicily) are also reduced 2 cents per pound and are now quoted as low as 17 cents. Tarragonas are down 5 cents to 24 cents per pound.

Almonds, Tarragona, per lb.	....	0 24
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 40
Chestnuts (Canadian)	....	0 27
Filberts (Sicily) ,per lb.	....	0 17
Do., Barcelona	0 17	0 19
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Jumbo	0 19	0 22
Do., extra	0 16	0 19
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, Java, per lb.	0 29	0 80

Do., No. 1 Virginia	....	0 14
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 29	0 30
Do., large, No. 2, polished	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot Walnuts	....	0 25
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 50
Do., Bordeaux	....	0 58
Do., Chilean, bags, per lb.	....	0 33
Do., Spanish, shelled	....	0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Pepper May Be Higher

Montreal.

SPICES.—The spice market continues in a very good condition with good demand. There are a few changes in price, cloves being a little easier, quoted now at 75 cents. Nutmegs are holding firm and pepper shows more strength after a reduction in price. It is intimated here that pepper may be slightly dearer again. The quotations on spices do not fluctuate to any extent.

Allspice	....	0 20
Cassia (pure)	0 30	0 33
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 70	0 75
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 42
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 35
Do., white	....	0 45
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 65
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Rice is Still Lower

Montreal.

RICE.—The rice market continues in its very unsettled condition with lower prices again this week. The market is exceedingly weak and Texas rice is now reduced 3 cents to 7½ cents a pound. Honduras rice, D quality, is selling as low as 7½ cents a pound and Siam is being quoted at the same price. Canadian white beans are also reduced and are now quoted at 7½ cents per pound.

RICE—		
Carolina, extra fancy	17 00	18 00
Do. (fancy)	....	18 00
Rangoon "B"	....	12 50
Rangoon "CC"	....	12 25
Broken rice, fine	....	8 00
Bell Rice, fine	....	16 00
Bell broken rice	....	10 00
Texas rice	....	10 50
Siam	....	7 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras D.	....	0 07
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Lower Prices on Rolled Oats

Montreal.

CEREALS.—A further reduction is quoted this week on oatmeal and rolled oats. Fine granulated and standard oatmeal is now selling at $5.50, a reduction of 50 cents per bag. Rolled oats in 90 pound bags is selling as low as $4.75

Oatmeal, gran., fine standard	....	5 50
Rolled oats, 90 lbs.	....	4 75
Pearl Hominy	....	6 25
Cornmeal, Gold Bust Brand	....	6 00
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley	....	7 25

Coffee Lower Next Week

Montreal.

COFFEE.—The coffee market as is well known is declining gradually to lower levels. A drop of 1 cent a pound is expected in the beginning of next week in the price of coffee.

Some Teas Are Easier

Montreal.

TEA.—There are many reductions in the price of the lower grades of tea according to the brand and to quality. The better grades of tea are holding firm and even higher prices are expected on these lines. The Japan teas are holding very firm at their first quotations.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Cotton Twine Still Lower

Montreal.

COTTON TWINE.—There is another reduction in the price of cotton twine this week due to the lower cost of cotton. This reduction is twelve cents per pound which with a previous reduction makes the price down twenty-five cents from the quotations once given. Present prices are three ply 52 cents and four ply 60 cents per pound.

Dried Fruits Unchanged

Montreal.

DRIED FRUITS.—There is no change this week in the prices quoted on dried fruits. The market continues firm with an increasing demand in these lines. The new supplies of raisins and currants are on the market and further shipments are expected shortly in Montreal by the Canadian Government vessels coming from the Mediterranean.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 16
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 22	0 24
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown	....	0 27
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Potatoes Look Higher

Montreal.

VEGETABLES. — It is expected that in view of the dry rot that is experienced by many of the potato growers in the Maritime provinces that the price of potatoes in Quebec will be higher. It may be that local supplies will have to be relied upon for the demand in this province. The crop here has been very good and so far there is not very much complaint as to their condition. Many vegetables that have been prominent on this market are now out of season and when they are found much higher prices are asked. There is a big offering of all kinds of onions on the market this week. There is an advance in the price of sweet potatoes to $3.50, the demand for these is increasing at this season.

Beets, per doz.	....	0 25
Beans, wax (20-lb. bags)	1 00	1 25
Do., new string (imp.) hamper	....	....
Cucumbers, Montreal, per doz.	....	0 20
Cabbage, Montreal, doz.	0 50	0 65
Chicory, doz.	....	0 50
Carrots, doz.	....	0 25
Corn, cob, per doz.	0 15	0 20
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz	....	1 00
Mint	....	0 50
Mushrooms, lb	....	1 00
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 25	1 80
Do., sweet, hamper	....	3 50
Canadian Radishes, doz.	....	0 40
Spinach, box	....	0 75
Turnips, per doz.	....	0 40
Watercress (per doz.)	....	0 75
Montreal Tomatoes, per box	....	2 50
Cauliflower, per doz.	....	0 90
Spanish Onions, per case	....	5 25
Yellow Onions, per cwt. bag	....	2 00
Red Onions, per cwt. bag	....	3 00

Oranges Quoted Higher

Montreal.

FRUIT.—Prices on oranges continue to soar. California oranges are nearly all quoted at $10.50 per case. Keiffer pears are being sold at $3.00 per hamper. There are many brands of imported grapes on the market, California selling at $7.50 per drum and Almeria at $9.00 per keg. Apples are unchanged in price and Greenings, Baldwins and russets are prominent in the apple sales.

Apples—		
Do., Fameuse, per bbl.	9 50	10 00
Do., Wealthy No. 1, per bbl.	....	7 50
Do., No. 2, per bbl.	....	7 00
Do., Alexander, per bbl.	6 00	6 50
Do., Greening	7 00	7 50
Do., Baldwin	7 00	7 50
Do., Russet	7 00	7 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	**5 00**
Do., Florida, 54, 64, 80, 96	....	**6 00**
Lemons, Messina	....	4 25
Oranges, Cal., Valencias	....	10 00
Do., 100s and 150s	....	10 00
Do., 176s and 200s	....	10 00
Cal. Navels—		
80s, 100s	....	10 50
126s	....	10 50
150s	....	10 50
176s, 250s	....	10 50
Florida, case	....	10 50
Pineapples, crate	....	**8 50**
Canadian Peaches, 11 qts.	....	0 90
Plums, 11 qts.	0 50	0 60
Pears, 11-qt. basket	....	1 25
Pears, Keiffers, per hamper	....	3 00
Canteloupes, crate (45)	....	**9 00**
Tokay Grapes, per box	....	5 00
Blue Grapes, 6 qts.	....	**0 55**
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	9 00

ONTARIO MARKETS

TORONTO, Oct. 29—The potato market is holding firm under heavy shipments. Dealers report a great deal of rot from some districts. The general impression is that potatoes have reached the lowest level. Fancy Ontario apples are being quoted at high figures. The cost of barrels, labor and freight are factors that keep apples up as the prices to the farmers are comparatively low. Sugar quotations have been reduced, but in wholesale and manufacturing circles it is felt that prices will have to be still lower before conditions become stabilized. Corn syrups and starches show substantial reduction. Bulk and package cereals are ruling steady under the recent reductions. A shipment of new layer Smyrna figs are due to arrive this week-end. New seedless raisins in packages are on the market. Shelled almonds and peanuts continue easy with quotations down one to three cents per pound. Tea, coffee and canned goods are quiet and unchanged.

Sugar Quoted Lower

Toronto.

SUGAR.—Dominion sugar has been reduced to $16.21. Other refiners have brought quotations down to $18.11. There are still quantities of second hand sugar available at lower prices than the refiners. Granulated is being offered at $16.71 and yellow at $16 per hundred. The market is unsettled even at the present reductions which have not had the effect as yet of stabilizing conditions.

St. Lawrence, extra granulated, cwt.	$18 11
Atlantic, extra granulated	18 11
Acadia Sugar Refinery, extra granulated	18 11
Dom. Sugar Refinery, extra granulated	16 21
Canada Sugar Refinery, granulated	18 11

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, $1; No. 2, $1.10; No. 3, $1.20.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons 50/2s, 70c. Yellows same as above.

Corn Syrups Marked Lower

Toronto.

SYRUPS.—Following the bumper corn crop and lower prices in same, corn syrups have been further reduced. On two-pound tins the reduction is 45 cents per case; on 5 and 10-pound tins 60 cents per case. Kegs and barrels are reduced 1 cent. per pound. Two gallon pails are down 25 cents; three pound pails are down 40 cents, and five pound pails 5 cents each. The molasses market is unchanged but the tendency is that lower prices will prevail.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 08
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 15
Cases, 5-lb. tins, white, 1 doz. in case	....	6 85
Cases, 10-lb. tins, white, ½ doz. in case	....	6 55
Cases 2-lb. tins, yellow, 2 doz. in case	....	5 55
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 25
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 95
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	**1 55**
Choice Barbadoes, barrels	....	....
New Orleans, bbls., gal.	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	**7 75**
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	**10 76**
Tins, 5-lb., 1 doz. to case, Barbadoes	....	**8 96**
Tins, 10-lb., ½ doz. to case, Barbadoes	....	**8 60**
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Cereals Are Steady

Toronto.

CEREALS.—The cereal market is ruling fairly steady under the recent declines. Buying in both wholesale and retail circles is very light, being confined to immediate requirements. Rolled oats are quoted at $4.45 per bag although a shading of 10 cents per bag is noted in some quarters.

	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	7 75
Barley, pot, 98s	6 25
Barley Flour, 98s	**6 25**
Buckwheat Flour, 98s	**6 25**
Cornmeal, Golden, 98s	5 50
Do., fancy yellow, 98s	5 75
Oatmeal, 98s	5 00
Oat Flour	....
Corn Flour, 98s	6 25
Rye Flour, 98s	**6 25**
Rolled Oats, 90s	4 45
Rolled Wheat, 100-lb. bbl.	7 75
Cracked wheat, bag	**6 75**
Breakfast food, No. 1	6 25
Do., No. 2	6 25
Rice flour, 100 lbs.	**10 00**
Linseed meal, 98s	**6 75**
Peas, split, 98s	8 40
Blue peas, lb.	**0 10**
Marrowfat green peas	0 08¼
Graham Flour, 98s	5 75
Whole wheat flour	5 85
Wheat kernels, 98s	7 35
Farina, 98s	6 20

Starches Are Reduced

Toronto.

PACKAGE GOODS.—Starches, both laundry and culinary are down 1 cent per pound. Celluloid starch is reduced 30 cents per case. Aunt Jemima pancake flour is quoted at $3.65 per case of 18 packages. Other package cereals are holding steady and unchanged.

PACKAGE GOODS

Rolled Oats, 20s, round, case	5 60	5 80
Do., 20s, square, case	5 60	5 80
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	**6 00**
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	3 60
Cornstarch, No. 1, lb. cartons	....	0 12½
Do., No. 2, lb. cartons	....	0 11
Laundry Starch	....	0 09¾
Do., in 1-lb. cartons	....	0 10¼
Do., in 6-lb. tin canisters	....	0 14
Do., in 6-lb. wood boxes	....	0 13¼
Celluloid Starch, case	....	4 70
Potato Flour, in 1-lb. pkgs.	....	0 14
Fine oatmeal, 20s	....	6 80
Cornmeal, 24s	....	3 80
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	4 00
Buckwheat flour, 24s	....	4 00
Two-minute Oat Food, 24s	....	3 75
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 80
Do., pearl, case	....	3 80
Scotch Pearl Barley, case	....	2 90
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to to case	....	7 15
Do., Buckwheat Flour, 18 to cs	....	3 65
Do., Pancake Flour, 18 to case	....	3 65

Spices Holding Firm

Toronto.

SPICES.—There is no change in the spice market. Quotations are holding firm and unchanged.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	....	0 65
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 45
Mustard, pure	....	0 55
Herbs sage, thyme, parsley, mint, savory, Marjoram	0 10	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	....	0 75
Peppers, black	....	0 35
Do., white	....	0 45
Paprika, lb.	0 80	0 85
Chillies, lb.	....	0 60

Nutmegs, selects, whole, 100s		0 55
Do., 80s		0 60
Do., 64s		0 70
Do., ground	0 40	0 50
Mustard seed, whole		0 25
Celery seed, whole		0 40
Coriander seed		0 20
Carraway seed, whole		0 30
Turmeric		0 28
Curry Powder		0 40
Cream of Tartar		
French, pure	0 75	0 80
American high-test, bulk	0 85	0 90
2-oz. packages, doz.		1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

New Figs Quoted

Toronto.

DRIED FRUITS.—A shipment of new Smyrna figs is due to arrive this week-end, 4-crown layers are quoted at 26 cents, and 6-crown at 30 cents. New seedless raisins in 15-ounce packages are quoted at 29 cents in case lots, and ½ cent. lower in 5-case lots. Old crop prunes are being offered at lower prices to clear up, pending the arrival of new crop supplies.

Evaporated apples	0 15	0 16
Candied Peels, American—		
Lemon		0 48
Orange		0 50
Citron		0 80
Currants—		
Greek Filiatras, cases		0 16¾
Do., Amalias	0 18½	0 19
Do., Patras		0 22
Do., Vostizza		0 23½
Australians, 3 Crown, lb.		0 18
Dates		
Exclesior pkgs., 3 doz. in case		5 70
Dromedary, 9 doz. in case		7 25
Fard, per lb.		0 30
Hallowee dates, per lb.	0 18	0 23
Figs		
Smyrna layers, 4 crown, lb.		0 26
Do. layers, 6 crown, lb.		0 30
Prunes—		
30-40s, 25s		0 31
40-50s, 25s	0 26	0 28
50-60c, 25s		0 23½
60-70s, 25s		0 21½
70-80s, 25s		0 18½
80-90s, 25s		0 16½
90-100s, 25s		0 15½
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy		0 46
Choice		0 42
Standard		0 34
Raisins—		
California bleached, lb.		0 27½
Seedless, 15-oz. packets		0 29
Seeded, 15-oz. packets		0 29
Crown Muscatels, No. 1, 25s		0 26
Turkish Sultanas		0 26
Thompsons, Seedless		0 30
Valencia		0 25

Coffee Market Unchanged

Toronto.

COFFEE.—There is no change in the coffee market. Futures remain easy while spot stocks are unchanged.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.		
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaice		0 53
Mocha, lb.		0 55
Rio, lb.	0 35	0 37
Santo		0 42

Nuts Are Easier

Toronto.

NUTS.—Shelled almonds are easier and are quoted at 52 cents per pound in case lots, and 57 cents in broken lots. Shelled walnuts are steady at 60 to 65 cents per pound. Shelled peanuts continue weak and further reductions are recorded. The primary market for cocoanut is strong, but spot stocks are unchanged.

Almonds, Tarragonas, lb.	0 25	0 30
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	0 26	0 30
Do., Marbot	0 26	0 28
Do., California	0 39	0 40
Filberts, lb.	0 19	0 21
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack		10 00
Cocoanut, unsweetened, lb.		0 35
Do., unsweetened, lb.		0 42
Do., shred		0 30
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.		0 32
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 52	0 57
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.	0 60	0 65
Peanuts, Spanish, lb.		0 17
Do., Chinese, 30-32 to oz.		0 13
Do., Java		0 14
Brazil nuts, lb.		
Pecans, lb.		1 15

Tea Markets Unchanged

Toronto.

TEAS.—The tea market is nominally unchanged. Fine teas show no improvement, remaining high and scarce. Other grades are ruling fairly easy under a quiet demand.

Ceylons and Indians		
Pekoe Souchongs	0 40	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes		0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Canned Goods Quiet

Toronto.

CANNED GOODS.—The canned goods situation is unchanged since last week. Some wholesalers continue to offer new pack canned corn and tomatoes at prices below canners' opening prices. New pack jams are holding at steady prices under a very limited enquiry. Supplies of last season's jams are offered in some quarters at low figures.

Salmon—		
Sockeye, 1s, doz.		5 80
Sockeye, ½s, doz.		3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s		2 50
Choe, 1s, doz.		3 60
Do., ½s, doz.		2 00
Pinks, 1s, doz.		2 10
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.		1 72½
Peas, Standard, doz.	1 80	1 90
Do., Early June, doz.		2 00
Do., Sweet Wrinkle, doz.		
Beets, 2s, doz.		1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.		2 00
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn	1 50	1 65
Pumpkins, 2½s, doz.		1 85
Spinach, 2s, doz.		1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.		5 00
Apples, gal., doz.		6 25
Peaches, 2s, doz.		4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.		4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.		5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each		1 45
Black Currants, 16 oz., doz.		5 65
Do., 4s, each		1 50
Gooseberry, 4s, each		1 43
Do., 16 oz., doz.		5 35
Peach, 4s, each		1 25
Do., 16 oz., doz.		4 80
Red Currants, 16 oz., doz.		5 50
Raspberries, 16 oz., doz.		5 65
Do., 4s, each		1 50
Strawberries, 16 oz., doz.		5 65
Do., 4s, each		1 50

Potatoes Show Rot

Toronto.

VEGETABLES.—Shipments of potatoes are arriving freely but dealers report a great deal of rot from some districts; quotations are holding steady at $1.65 to $1.75 per bag. Carrots and turnips are in good supply at 85 cents per bag. Cabbage is plentiful at 50 cents per dozen. The season for tomatoes is practically over, but small lots are still offered at 60 cents per 11-quart basket.

Cabbage, Can., per doz.		0 50
Parsley, domestic, per 11-qt. bask.		0 50
Carrots, per 75-lb. bag		0 85
Turnips, per 75-lb. bag		0 85
Parsnips, bag		1 25
Onions, 100-lb. sack		2 00
Do., Spanish, large crate		5 25
Do., pickling	1 00	2 00
Tomatoes, Ont., 11-qt. bskt.		0 60
Green Peppers, hot, 11 qt. bskt		0 60
Do., sweet, 11-qt. bskt.		0 75
Vegetable Marrow, doz.		0 50
Celery	0 75	1 00
Egg Plant, 11-qt. basket		0 50
Potatoes, per bag	1 65	1 75
Sweet Potatoes, hampers		2 75
Do., bbls.		8 00

Oranges Are Firmer

Toronto.

FRUIT.—A shipment of Florida grapefruit has arrived and is quoted at $7 per case for all sizes up to 80s, with 96s at $6.50 per case. Fancy Ontario apples packed in new barrels are offered at $6 to $8 for spys; $7.25 to $7.75 for baldwins and Greenings. Good farmers' pack for present use are selling at $4 to $5 per barrel. Valencia oranges are nearing the end of the season and quotations are up 50 cents per case. California "Emperor" grapes are arriving freely and quoted in lugs at $4.50, and drums at $8.50.

Oranges, Valencias—		
126s		8 50
150s		9 50
176s, 200s, 216s, 250s		10 00
Bananas, Port Limons		0 11
Lemons, Cal., 240s		
Do., Messinas, 300s		4 50
Grapefruit, 46s to 96s	6 50	7 00
Cantaloupes, Canadian, basket	0 50	0 75
Pears, Oregon, per box		6 50
Grapes—		
California Emperors, lugs		4 50
Do., drums		8 50
Apples, fancy Ontario in new barrels—		
Spies, No. 1s		8 00
Spies, No. 2s		7 75
Spies No. 3s		6 00
Baldwins No. 1s		7 75
Baldwins No. 2s		7 25
Greenings No. 1s		7 75
Greenings No. 2s		7 25
B.C. in boxes		4 25
Cranberries, ½ barrels		6 75
Do., barrels		13 00
Quinces, 11s		7 00

Flour Unchanged

Toronto.

FLOUR.—The wheat market is still in a depressed condition with quotations on No. 1 Northern around $2.30, and

Ontario around $2.10 per bushel. The flour situation is unchanged with quotations on first patents at $13, and second patents at $12.50.

FLOUR—		
Patent Firsts, in jute bags, per barrel	....	13 00
Do., seconds, in jute bags, per barrel	....	12 50

Millfeeds Weak

Toronto.

MILLFEEDS.—The market for millfeeds is weak under heavy supplies. Quotations are unchanged.

MILLFEEDS—		
Shorts, per ton	....	45 25
Bran, per ton	....	40 25
Choice Middlings, ton	....	52 25

Maple Syrup Reduced

Toronto.

MAPLE SYRUP.—Small's standard maple syrup has been reduced, new quotations are as follows: 12 32-ounce bottles, $8.10 per case; 24 16-ounce bottles, $8.80 per case; 36 10-ounce bottles, $9 per case. Small's Quebec syrup is also reduced, now quoted at: 24 16-ounce bottles, $8.45 per case.

Honey Unchanged

Toronto.

HONEY.—There is no change in honey, quotations are steady. Finest quality comb in cases of 15 sections is quoted at $7.50 to $8, white clover in 60-pound tins at 26 cents per pound, and 5-pound tins at 28 cents.

Yeast Quoted Higher

Toronto.

MISCELLANEOUS. — Some Gilletts' goods have advanced; following are the new quotations: Royal yeast, $1.95 per box; lye, $5.90 per case; Magic baking powder, 2-ounce tins, $1.05 per dozen; 4-ounce tins, $1.40 per dozen; 12-ounce tins, $3.10 per dozen; 16-ounce tins, $9.85 per dozen; 5-pound tins $17.90 per dozen; Hip-o-lite in 1-pint fibre pails has been advanced to $2.85 per dozen.

WINNIPEG MARKETS

WINNIPEG, Oct. 29.—One refiner has reduced sugar $1.50 per hundred. Corn syrups and starches are weak and reductions are expected. The tea market is reported quiet with little interest shown amongst buyers. New California seedless raisins in both bulk and packages are now on the market. Spanish Valencia raisins are expected to arrive in a week or two. The peanut market is declining and lower prices prevail. Flour is up thirty cents per barrel.

One Refiner Drops Prices

Winnipeg.

SUGAR.—The Dominion sugar refiners have dropped their price $1.50 per hundred this week and it is now quoted at $17.25, but other Canadian refiners are maintaining their price of $20.80 per hundredweight. B.C. refiners have reduced their sugar level in Alberta and Saskatchewan $1 per hundredweight. There are some second hand sugars on the market which are being sold at lower prices.

Lantic granulated, 100-lb. bag	$20 80
Acadia granulated, 100-lb. bag	20 80
Redpath granulated, 100-lb. bag	20 80
St. Lawrence granulated, 100-lb. bag	20 80
Dominion granulated, 100-lb. bag	17 25
Yellow sugar, 100-lb. bag	19 70
Powdered Sugar 50-lb. boxes, per cwt.	21 35
Icing Sugar, 50-lb. boxes, per cwt.	21 45
Lump sugar, soft, 100-lb. boxes, per cwt.	21 75
Do., hard, 100-lb. boxes, per box	21 95
Cubes, 100-lb. boxes, per box	21 35

Syrups Unchanged

Winnipeg.

SYRUPS.—There has been no change in the corn syrup market this week, but with the large corn crop in United States lower prices are being looked forward to. The molasses market is still firm and new arrivals are quoted higher than the spot stocks. These new arrivals will be sold at prices higher than at present prevailing, but later on the market will probably ease off when the new crop is available.

CANE SYRUPS—		
2-lb. tins, 2 doz. in case	....	8 80
5-lb. tins, 1 doz. in case	....	10 30
10-lb. tins, ½ doz. in case	....	9 80
20-lb. tins, ¼ doz. in case	....	9 55
CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 90
Cases, 5-lb. tins, white, 1 doz. in case	....	7 80
Cases, 10-lb. tins, white, ½ doz. in case	....	7 55
Cases, 20-lb. tins, white, ¼ doz. in case	....	7 55
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 30
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 20
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	6 95
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz.	....	24 50
Pure, 10s, per case of ½ doz.	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
Above subject to a discount of 10 per cent.		
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Starch May Be Lower

Winnipeg.

STARCH.—Owing to a large corn crop on the United States market further declines in starch are not unlikely

Cornstarch, 1-lb. pkgs., per lb.	....	0 11
Do., No. 1 quality, 1-lb. pkgs.	....	0 12½
Gloss, 1-lb. pkgs., per lb.	....	0 13¼
Celluloid, 1-lb. pkg., per case	....	5 15

Cereals Unchanged

Winnipeg.

CEREALS.—All cereals are ruling easier at the present time, both wholesalers and retailers are buying very carefully and orders booked are for immediate requirements.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons	4 75	5 50
Do., 36s, case, square pkts.	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	....	4 00
Puffed Wheat, 3 doz. case, case	....	4 60
Puffed Rice, 3 doz. case, case	....	5 70
Cream of Wheat, 3 doz. case, case	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case	....	3 75
BULK CEREALS		
Rolled Oats, 80s, per bag	....	4 20
Do., 40s, per bag	....	2 18
Do., 20s, per bag	....	1 14
Do., 10-8s, per bale	....	5 10
Do., 15-6s, per bale	....	5 85
Oatmeal, 98s gran. or stand., bag	....	5 25
Wheat Granules, 98s, per bag	....	7 10
Do., 16-6s, per bale	....	8 60
Peas, whole, green, 100-lb. bag, bush.	....	6 00
Do., split, yellow, 98s, per bag	....	9 00
Do., split, yellow, 49s, per bag	....	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	....	5 30
Do., Lima, 100-lb. bag, per lb.	....	0 15¾
Barley Pot 98s, per bag	....	5 80
Do., pearl, 98s, per bag	....	8 60
Cornmeal, 98s, per bag	....	5 60
Do., 24s, per bag	....	1 45
Do., 10-10s, per bale	....	6 75
Buckwheat grits, whole, 98-lb. bags, per bag	....	11 00

Tea Market Quiet

Winnipeg.

TEAS.—The tea market is reported very quiet with little buying interest being shown. Low grade teas remain weak with no change being noted on the better grades.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 43	0 50
Do., second quality	0 43	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 38	0 42
Broken Pekoe, first quality	0 52	0 60
Braken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Coffee Unchanged

Winnipeg.

COFFEE.—The primary market continues to rule at a low level. Spot stocks are reported very low. The demand on the local market is reported to be fair and quotations remained unchanged.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 42	0 44
COCOA—		
In 1-lbs., per doz.	....	6 25
In ½-lbs., per doz.	....	3 25
In ¼-lbs., per doz.	....	1 70
In small size, per doz.	....	1 25

Jamaica Ginger Easier

Winnipeg

SPICES.—Jamaica ginger is reported slightly easier in price although manufacturers consider it out of reach for grinding purposes. Prices have not yet been named on the new olive crop.

Allspice, Jamaica, best quality, lb.	....	0 23
Cassia, Batavia, per lb.	....	0 35
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 85
Ginger, washed, Jamaica, No. 1	....	0 55
Do., Jamaica No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30

Mace, extra bright Penang, lb....	....	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz....	....	0 80
Pepper, black, Singapore ex., lb.	....	0 36
Do., white, do., per lb.....	....	0 50
Pickling, ¼-lb. pkg., per doz....	....	1 00
Do., bulk, No. 1, per lb.....	....	0 28
GROUND SPICE.		
Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.....	....	0 35
Do., No. 2, bulk, per lb.	....	0 30
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 90
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75
Cayenne, No. 1, bulk, per lb....	....	0 40
Do., No. 1, 4 oz. cartons	....	1 55
Do., No. 1, 2 oz. cartons	....	1 10
Ginger, No. 1, bulk, per lb.	....	0 58
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 95
Do., No. 2, bulk, per lb.	....	0 40
Mace, No. 1, bulk, per lb.	....	0 85
Do., No. 1, 2oz. cartons	....	1 65
Do., No. 1, 4 oz. cartons	....	2 70
Nutmeg, No. 1, bulk, per lb.....	....	0 50
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 85
Pastry spice, No. 1, bulk, per lb.	....	0 40
Do., No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 80
Pickling spice, No. 1, bulk, per lb.	....	0 38
White Pepper, No. 1, bulk, per lb.	....	0 49
Do., No. 2, Singapore, per lb...	....	0 47
Black pepper, No. 1, bulk, per lb.	....	0 35
White pepper, No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 95
Black pepper, No. 1, 2 oz. cartons	....	0 95
Do., No. 1, 4 oz. cartons	....	1 60

Rice Market Weak

Winnipeg.

RICE.—The rice market continues weak, and although the embargo on Japanese rice has been lifted Oriental markets are reported much higher than the California markets. The rice market is considered very uncertain.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 14¾
Do., 50-lb. sacks, lb.	....	0 14⅞
Siam, Elephant, 100-lb. bags..	....	0 11½
Do., 50-lb. bags, lb.	....	0 11⅝
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 09½
Do., in less quantities, lb.....	....	0 10
Tapioca, pearl, per lb.	....	0 09½

Canned Goods Arriving

Winnipeg.

CANNED GOODS.—Canned goods are arriving freely. Advices from Canadian packers state that they have packed only sufficient goods to take care of orders on hand, which will no doubt result in present prices being maintained. Some small lots of canned tomatoes are being offered at reduced prices. These quantities, however, are small and are not expected in any may to affect the market.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	....2 70	2 75
Finnan Haddie, 1s, 4 doz. case,.	9 35	12 00
Do., ½s, 8 doz. case, case.....	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz..	....	3 35
Do., ½s, 4 doz. case, doz....	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 50
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case..	....	21 75
Do., ½s, flat, 8 doz. in case..	....	23 50
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case...	....	17 75
Cohoe, 1s, tall, 4 doz. case....	....	14 50
Do., ½s, flat, 8 doz. case...	....	16 50
Pink, 1s, tall, 4 doz. case.....	....	10 40
Do., ½s, flat, 8 doz. case...	....	12 25
Humpback, 1s, tall, 4 doz. case	....	8 60

CANNED FRUIT (Canadian)	Per case	
Apples, 6 tins in case, per case..	3 40	3 85
Blueberries, 2s, 2 doz. case	....	7 00
Cherries, 1s, 4 doz. case	....	11 00
Gooseberries, 2s, 2 doz. case ...	....	9 50
Lawtonberries, 2s, 2 doz. case...	....	9 50
Peaches, 2s, 2 doz. case	....	8 50
Pears, 2s, 2 doz. case	6 50	8 30
Plums, Green Gage, 2s, 2 doz. case	....	5 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 75
Raspberries, 2s, 2 doz. case...	9 50	9 60
Strawberries, 2s, 2 doz. case....	....	10 50

CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 00
Peaches, 2½s, 2 doz. case.....	....	13 20
Peaches, sliced, 1s, 4 doz. case..	....	14 00
Do., halved, 1s, 4 doz. case....	....	13 85
Do., 2s, 2 doz. case	....	3 50
Pears, 1s, 4 doz. case	....	15 00
Pineapples, sliced, 2s, 2 doz. case.	8 00	8 75

CANNED VEGETABLES	Per case	
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	2 75
Beans, Golden Wax, 2s, 2 doz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case..	....	4 50
Corn, 2s, 2 doz. case.....	....	4 20
Peas, Standard, 2s, 2 doz. case.	....	4 10
Peas, Early June, 2s, 2 doz. case	....	4 70
Sweet Potatoes, 2½s, 2 doz. case	....	5 40
Pumpkin, 2½s, 2 doz. case.....	....	3 00
Sauer Kraut, 2½s, 2 doz. case..	....	4 90
Spaghetti, 2½s, 2 doz. case.....	....	5 40
Tomatoes, 2½s, 2 doz. case.....	4 20	4 50
Spinach, 2½s, 2 doz case	....	5 70

Raisin Prices Hold

Winnipeg.

DRIED FRUITS.—There has been practically no change in the dried fruit market since our last report. New California seedless raisins in both bulk and packages are now on the market and are finding ready sale. From advices received from the California Association, all available supplies are being quickly absorbed by the trade. Spanish Valencia raisins are expected in the very near future. Raisins still maintain a high price, while the market on prunes and evaporated apples is reported easier. California Prune and Apricot Association are offering to the trade a pitted prune which they expect to be used largely by the baking trade.

DRIED FRUIT		
Evaporated Apples, per lb.....	....	0 19
Currants, 90-lb., per lb.....	....	0 22
Do., 8 oz., pkgs., 6doz. case, lb.	....	0 16½
Dates, Hallowee, bulk, lb.....	....	0 23
Do., Tunis, bulk, lb.....	....	0 26
Do., Package, 3 doz. case, lb..	....	0 17
Figs, Spanish, per lb.....	....	0 16½
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	0 80
Loganberries, 4 doz. case, pkt....	....	0 35
Peaches, standard, per lb.....	0 29	0 30
Do., choice, per lb.....	0 27½	0 28½
Do., fancy, per lb.....	0 32	0 33
Do., Cal., in cartons, per carton	....	1 56
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.....	....	0 30
Do., Cal., cartons, per carton..	....	1 75
Prunes—		
30-40s, 25s, per lb.	....	0 32
40-50s, 25s, per lb.	....	0 27
50-60s, 25s, per lb.	....	0 21
60-70s, 25s, per lb.	....	0 18¼
70-80s, 25s, per lb.	....	0 17
80-90s, 25s, per lb.	....	0 17
90-100s, 25s, per lb.	....	0 16¼
In 5-lb. cartons, per carton ...	....	1 30
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.....	....	0 24
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 19
Cal., bulk, seeded, 25-lb. boxes	....	0 25½
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.....	....	0 21
Do., bulk., seedless, 25-lb. boxes, per lb.	....	0 28
Apricots, choice, 25s, lb.....	....	0 45
Do., 10s, lb.	....	0 47
Do., Standard, 45s, lb.	....	0 40
Do., choice, 10s, lb.	....	0 42
Do., fancy, 45s, lb.	....	0 50
Do., do., 10s, lb.	....	0 52

Why Do You Place Goods in the Store Windows?

WHY do you place goods in the window? To sell them, of course, yet to see the attention and slipshod method used by some storekeepers this seems to be the last thought in mind.

Many times the merchandise is simply "tossed" in the windows, in a disordered heap without any attempt to decorate, attract or compel attention, and when people do not come into the store and ask for goods so displayed, the merchant says, "Oh, I do not think window display helps me."

Will Not Attract

How can a man expect a jumbled assortment of goods to attract attention and sell and how in the world can one expect articles, shopworn and damaged, to cause people to buy? Many storekeepers make the fatal mistake of thinking by turning the damaged side from view the article is good enough for display in the windows. Others go by luck and still others feel that as long as the goods are in the windows at all, that is enough.

To compel attention, to attract buyers, and to sell merchandise displayed, each article should be carefully selected, the goods should be bright, fresh and clean and the display made with all the care possible to bestow. To think any sort of display will sell goods is a serious error and to depend on having people guess at the price is another error.

Many stores will cling to the idea, as goods are shown, that they will sell and the price is a secondary matter. Just the same, people like to see the price and know what they will be expected to pay before going inside.

Another Error Made

Backgrounds, fittings and display fixtures all out of line with the goods is another error made by many store-keepers, and many a good article has lost its power by being placed on a broken or rusty fixture. For example, a store on Yonge Street, Toronto, placed a display of auto grease in the window the other day. The same was arranged on a glass shelf and was subject to the direct rays of the sun. Before long the heat of the sun on the glass shelf melted the grease and it ran down and along the bottom of the window.

The goods in a window are the voice of the store and the card its eyes, and for that reason a passer is attracted or repelled by the display. This alone should make the grocer careful.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

VANCOUVER, B.C., Oct. 28.—Fresh eggs continue to advance, now quoted 90 cents. Best butter quoted 64 cents. Cheese, lard, fresh meats are unchanged. Sacked vegetables $1.25 to $1.50. Potatoes are $2.00 per hundred. Onion market is very weak and onions have been offered as low as $10.00 per ton.

Alberta Markets

FROM CALGARY, BY WIRE.

CALGARY, ALTA., Oct. 28.—Reductions have been made on sugar of $1.00 per hundred. Rolled oats are down 10 cents, now quoted $4.25. Creamery butter has been reduced three cents. Soda biscuits are down one cent per pound on bulk and 25 cents per dozen on family size. Corn syrups, two pound tins, are down 45 cents per case and other sizes 60 cents. Corn and laundry starches are down one cent per pound. Smoked hams are 2 cents per pound lower. Side bacon is down one cent and cooked hams three cents per pound. Bran and shorts are down $2.00 per ton. One brand baking powder is up and another down. Standard peas quoted $4.35 to $4.60, a reduction of 15 cents. Ontario cheese is easier. Local potatoes are up $2.00 per ton, now quoted $42.00.

Flour, first patents, bbl.	....	13 80
Do., second patents, bbl.	....	13 60
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	4 25
Rice, Siam	11 85	12 50
Japan, No. 1	13 50	14 50
Tapioca, lb.	0 09	0 11½
Sago, lb.	0 09	0 11
Sugar, pure cane, gran., cwt.	....	19 17
Cheese, No. 1, Ont., large	0 31¼	0 32
Alberta cheese, twins	....	0 29
Do., large	....	0 31
Butter, creamery, lb.	....	0 63
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s	....	18 60
Eggs, new laid, local, case	....	20 00
Do., storage, case	....	19 00
Tomatoes, 2½s, standard, case	4 30	4 60
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case	4 35	4 60
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case	9 75	10 40
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples evaporated 50s	0 18	0 20
Do. 25s, lb.	0 19	0 21
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	....	8 50
Prunes, 90-100s	....	0 16
Do., 70-80s	....	0 17½
Potatoes, local, ton	....	42 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Oct. 28.—The general trend of the markets is downward with little buying being done as lower prices are expected on many lines. Cornmeal granulated is now quoted at $5.50, a reduction of $1.25. Rolled oats are easier, now selling at $11.00. Molasses is 15 cents lower. Granulated sugar is reduced to $17.90 and yellow $16.80 per hundred. Compound lard is firmer. American clear pork has advanced. Dairy products are scarce with higher prices on butter.

Flour, No. 1 patents, bbls., Man.	....	15 25
Cornmeal, gran., bags	....	5 50
Cornmeal, ordinary	....	4 00
Rolled oats	....	11 00
Rice, Siam, per 100 lbs.	12 00	12 50
Tapioca, 100 lbs.	16 00	17 00
Molasses	1 25	1 35
Sugar—		
Standard, granulated	....	17 90
No. 1, yellow	....	16 80
Cheese, N.B.	0 30	0 31
Eggs, fresh, doz.	0 75	0 80
Do., case	0 68	0 72
Lard, pure, lb.	0 32½	0 32¾
Do., compound	0 25	0 25¼
American clear pork	54 00	55 00
Tomatoes, 2½s, standard, case	....	4 20
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 48	0 52
Butter, creamery, per lb.	0 70	0 72
Do., dairy, per lb.	0 65	0 68
Do., tub	0 58	0 60
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	....	3 60
Tomatoes, 2s, standard case	....	4 20
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax N.S., Oct. 28.—The outstanding changes in the markets this week are sugar and flour. Standard granulated sugar is quoted at $18.00 and yellow at $16.90. Considerable granulated which has been stored at terminals for some time is now being released and sold under name of terminal granulated at $16.80 per hundred. Molasses shows a slight decrease, now quoted at $1.40, a reduction of 15 cents. Latest shipments of oranges and lemons are much higher, lemons having more than doubled in the past two weeks, now selling $11.50 per case. Oranges 100s are now $10.50 and 200s are $11.50 per case. Flour is reduced to $15.80. Cornmeal is down 50 cents, now quoted $4.50. Creamery butter is quoted 60 cents a pound, a reduction of five cents.

Flour, No. 1 patents, bbl.	....	15 80
Cornmeal, bags	....	4 50
Rolled oats, per bag	....	5 75
Rice, Siam, per 100 lbs.	....	15 75
Tapioca, 100 lbs.	....	17 00
Molasses (extra fancy Barbadoes)	....	1 40
Sugar, standard, granulated	....	18 00
Do., No. 1, yellow	....	16 90
Cheese, Ont., twins	....	0 29
Eggs, fresh, doz.	....	0 65
Lard, compound	....	0 24¼
Lard, pure, lb.	....	0 32½
American clear pork, per bbl.	....	50 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 52
Hams, aver. 9-12 lbs.	....	0 46
Do., aver, 12-18 lbs.	....	0 46
Do., aver. 18-25 lbs.	....	0 44
Roll bacon	....	0 35
Butter, creamery, lb.	....	0 60
Do., creamery solids	0 61	0 62
Do., dairy, per lb.	0 55	0 56
Do., tubs	0 52	0 53
Raspberies, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 95
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 05
Apples, gal., N.S., doz.	....	5 25
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	11 00
Do., Cohoes	....	16 00
Do., Chums	....	8 00
Evaporated Apples, per lb.	....	0 21
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	2 00
Beans, white	....	5 00
Do., yellow eye	....	8 00
Bananas, lb.	....	0 11½
Lemons, Cal.	....	11 50
Oranges, 100s	....	10 50
Do., 200s	....	11 50
Grapefruit, Cal., case	....	9 00
Apples—		
Kings, No. 1	....	7 00
Do., No. 2	....	6 50
Do., Dom.	....	6 00
Do., No. 3	....	4 50

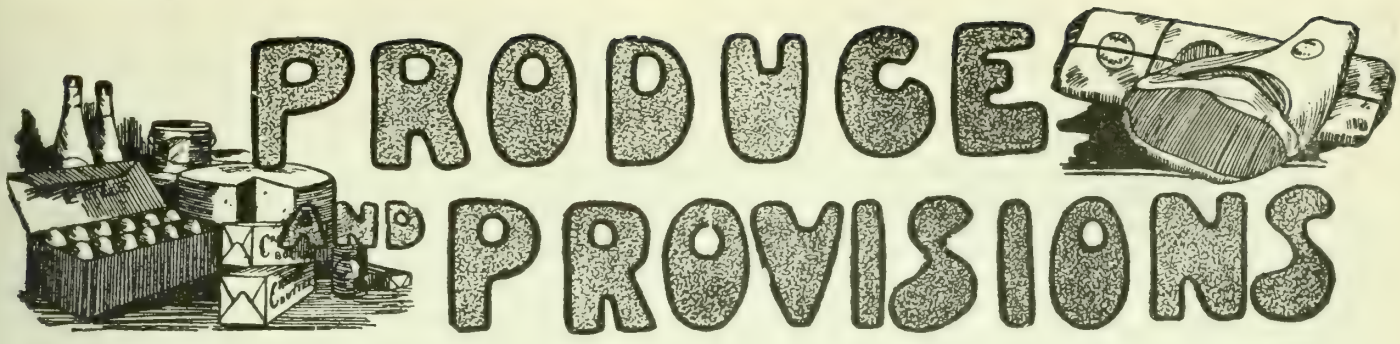
Parsley is said to have come from Egypt, and mythology tells us it was used to adorn the head of Hercules.

Apples were originally brought from the East by the Romans. The crab-apple is indigenous to Great Britain.—Health Culture.

"I can tell you," said he, "how much water runs over Niagara Falls to a quart."

"How much?" asked she.

"Two pints."—"Christian Advocate."



Sells Ends of Bacon at Cost and Avoids Loss

J. H. Caskey, Campbellford, Ont., Specializes in Only One Brand of Bacon—Has a Meat Slicer and Believes It Invaluable—Cheese Sales Are Also Heavy

"I SELL over one hundred pounds of bacon weekly," remarked J. H. Caskey, Campbellford, Ont., to Canadian Grocer. Mr. Caskey considers this good business for his trade. He handles only one brand of bacon, and he believes that in doing so he is following a wise plan, in building up sales in this one particular brand. "I think it is one of the best bacons on the market, and in selling it to my customers I know it will give entire satisfaction," he added. "My customers want this kind now more than any other. I advertise it in my weekly insertion in the town paper, and people know that when they buy bacon in my store they will get this special brand."

Mr. Caskey has a splendid meat slicer, and he declares that it is invaluable in his business. He would not be without it. In fact, he has never been without it ever since he went into business. He is of the opinion that a grocer can sell a whole lot more bacon with a slicer than without one. "People want their bacon sliced a certain thickness, and this is only possible with a slicer. A meat slicer also reduces waste to a minimum, although I don't think the entire bacon can be sold for the same price."

Mr. Caskey cannot slice the bacon right down to the very end, and so has to dispose of the ends apart from the full slices. He states that he has a discriminating clientele, and that he cannot sell the ends in with the regular orders. To overcome loss in the disposal of them, Mr. Caskey sells them at cost. He has a couple of customers who like to get them, and he is glad to sell them in this way. By following this plan he does not lose anything on bacon, but, on the other hand, considers it a profitable line to carry.

Cheese sales are also on a heavy scale in the Caskey store. The turnover in cheese numbers up in the hundreds of pounds, and Mr. Caskey buys cheese, keeping it for some time, with the idea of always being able to supply his customers who like old cheese.

Are Farmers Waiting for a Higher Price for Potatoes?

Report is Current to That Effect But Dealer Says He Does Not Think So—Receipts of Potatoes at Wholesale Points Are Very Heavy.

"IT HAS been reported that the farmers are holding their potatoes, expecting to get a long price in the spring," stated E. J. Ryan, potato merchant, Toronto, to Canadian Grocer, "but I have not as yet seen any signs of it. We are receiving all we require, and I have personally counted as many as twenty-five cars in one day standing on the track. This perhaps is not an exceptional number when it is considered that Toronto consumes eleven carloads a day. The potatoes from some districts are showing considerable rot, and we have to watch shipments very carefully to see that those that are showing rot are sent out immediately, otherwise we would probably be compelled to advanced our prices to take care of the wastage. The market is unsettled, and in my opinion prices are just apt to be lower as higher. I know of some offers being made to farmers as low as 90 cents per bag with a 15-cent freight rate, but this was in a district where some rot is showing, and the potatoes would have to be moved off quickly. This rot that is appearing, I understand, is not general but is confined only to certain districts."

With the exception of Manitoba, the reports on the potato crop continue favorable and with the United States practically out of the Canadian market for this season there are no indications that prices will reach the high level of last spring.

Bulletin Board Brings Business

An idea that proved effective in the way of stimulating business was carried out by Harry Ranahan, in London, Ont. He kept a bulletin board well to the front where it was bound to catch the eye of the customer entering the store. He did not make a practice of offering goods at cut-rate prices, announcing it on the board, but utilized the bulletin idea more for the purpose of suggesting to customers some ideas of goods that they might not think of ordering with their regular orders. Specialties were often featured in this way, with the results that sales were often made.

A Rest Room a Feature in a Grocery Store

A rest room for ladies is becoming a feature in quite a number of grocery stores, and especially where a heavy trade is carried on with farming communities. In the store of Horace E. Yeomans, at Mount Forest, Ont., is a very attractive rest-room. Mr. Yeomans told CANADIAN GROCER recently that it was much appreciated, particularly by the women of the country, and he had found that it helped business, too. Women, knowing that they could wait here if they required to do so, were often tempted to buy things that they might otherwise not have purchased.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Oct. 29.—The feature of the produce market this week is the big decline in the price of butter with a weaker market. Hogs are also lower in price which will it is expected result in a decline in price of pork. The egg market holds firm and unchanged while lard and shortening show no change, still continuing with a very firm market. The demand for cooked meats shows signs of falling off with the cooler weather. There is very little improvement in the beef market and the supply of the better class of beef cattle is no better. Western cattle are being brought to relieve this market and it is easing off prices slightly to about one cent a pound in wholesale lots. There is a better demand for fish and a fish new to this market, dressed pollock, is offered. Halibut is one cent a pound dearer due to a slight shortage on account of freight congestion.

Lower Prices on Pork

Montreal.

FRESH MEATS. — The supply of beef cattle reported by the packers is still far below the expectations for this season. The poorer grades of beef cattle are, however, coming easier and the Western cattle arriving on this market is to some extent relieving the situation. There is a slight reduction of a dollar per hundred pounds on beef. Hogs are quoted lower this week at $18.50 per cwt., which will likely result in lower prices on pork by next week. The supply of hogs offered on the market has been steadily improving.

FRESH MEATS

Hogs, live (selects)	0 18½	0 19
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 30	0 31
Fresh Pork—		
Legs of pork (foot on)	0 34	0 35½
Loins (trimmed)	....	0 41
Bone trimmings	....	0 33
Trimmed shoulders	0 31	0 34
Untrimmed	....	0 27½
Pork sausage (pure)	....	0 25
Farmer Sausage	....	0 20
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18

Fresh Beef—

(Cows)			(Steers)	
$0 20	$ 0 28	Hind quarters	$0 25	$0 32
0 10	0 14	Front quarters	0 10	0 16
0 26	0 36	Loins	0 35	0 45
0 18	0 28	Ribs	0 16	0 31
0 10	0 14	Chucks	0 10	0 16
0 25	0 28	Hips	0 26	0 30
Calves (as to grade)			0 18	0 30

Smoked Meats Higher

Montreal.

SMOKED MEATS. — The market for smoked meats continues steady without any price changes this week. The demand is very good with a very fair demand for export. The prices on picnic rolls and smoked cottage rolls, which were quoted lower last week, are back again at higher prices this week and are now quoted at 32 and 38 cents.

BACON—		
Breakfast, best	0 46	0 47
Smoked Breakfast	0 46	0 47
Cottage Rolls	....	0 38
Picnic Hams	....	0 32
Wiltshire	0 44	0 49½
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 40½
Do., 14-20	....	0 40½
Do., 20-25	....	0 35½
Do., 25-35	....	0 30½
Over 35 lbs	....	0 30

Barrelled Meats Unchanged

Montreal.

BARRELLED MEATS. — The market for barrelled meats is unchanged this week. Prices are holding firm and an improvement in the demand is expected with the fall and winter season.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	....	58 00
Clear fat backs (bbl.), 40-50 pieces	....	49 00
Heavy mess pork (bbl.)	....	39 00
Plate Beef	....	25 00
Mess Beef	....	23 00

Cooked Meats Are Quiet

Montreal.

COOKED MEATS. — There is nothing of interest to report on cooked meats this week. The demand that has been excellent all summer is now falling off with the cooler weather. The prices quoted are unchanged.

Jellied pork tongues	....	0 45
Jellied pressed beef, lb.	....	0 36
Ham and tongue, lb.	....	0 42
Veal	....	0 35
Hams, cooked	0 61	0 68
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Butter is Reduced

Montreal.

BUTTER. — The reports are that butter shows weaker tendencies on the market this week. The auction prices on butter have showed a decline of from seven to 7⅞ cents per pound in two weeks. This downward tendency has had its effect on the retail price. There is already this week a reduction of six cents per pound on butter. The price quoted on creamery butter in prints is 54 cents per pound.

BUTTER—		
Creamery prints, qual., new	....	0 55
Do., solids, quality, new	....	0 53
Dairy, in tubs, choice	....	0 46
Do., prints	....	0 47

Egg Prices Hold Firm

Montreal.

EGGS. — There is no change in the egg market this week. Prices are firm at the high basis and the demand continues very good. The egg market shows strength in maintaining the high prices that are quoted on strictly fresh eggs.

Strictly fresh	....	0 75
Selects	....	0 68
No. 1	....	0 60

Cheese Market Unchanged

Montreal.

CHEESE. — The cheese market is unchanged in price, but like butter it shows a marked weakness. The bidding is lower in price, and with it there is an improvement in export demand. The retail prices are, however, unchanged.

CHEESE—		
New, large, per lb.	....	0 28
Twins, per lb.	....	0 28
Triplets, per lb.	....	0 28
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	0 34	0 35
Quebec	0 28	0 29

Lard Prices Holding Firm

Montreal.

LARD. — The lard market holds firm with a good trade. There has been rather a shortage of lard as evident by the demand that occurred suddenly and has held. The indications are that lard will hold firm as far ahead as can be seen at present.

LARD—		
Tierces, 360 lbs.	....	0 31
Tubs, 60 lbs.	....	0 31½
Pails, 20 lbs.	....	0 31¾
Bricks	....	0 32

Shortening Prices Are Firm

Montreal.

SHORTENING. — The shortening market holds firm in sympathy with the very firm lard market. The prices quoted on one pound prints vary from 27 to 27¼ cents per pound, according to quantity purchased.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 24½
Tubs, 50 lbs., per lb.	....	0 25
Pails, 20 lbs., per lb.	....	0 25¼
Bricks, 1 lb., per lb.	0 27	0 27¼

Fresh Halibut Higher

Montreal.

FRESH FISH. — Fresh halibut is one cent a pound dearer this week, due to the shortage of cars for transportation, and as a result there is a slight shortage of halibut on the local market, with the above advance in price. There is a new fish offered on this market which has been very popular in the United States. This is the dressed pollock, which is selling at seven cents per pound. The supply of fish in general is very good with an increasing demand.

FRESH FISH

Haddock	....	0 08
Steak cod	0 10	0 11
Market cod	....	0 07
Mackerel	....	0 16
Flounders	....	0 10
Live Lobsters	....	0 60
Salmon Cohoes	0 25	0 30
Shad	....	0 18
Gaspé salmon	....	0 40

Halibut		0 27
Gaspereaux, each		0 05
Whitefish		0 20
Lake Trout		0 21
Brook trout		0 50
Pike (dressed)		0 15
Perch		0 15
Fresh eels, per lb.		0 13
Fresh herrings, each	0 03	0 05
Doree		0 20
Fresh Herrings		0 06
FROZEN FISH		
Halibut, large and chicken	0 16	0 17
Halibut, Western, medium		0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large		0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed		0 13
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon Dr., Spring		0 33
Salmon, Cohoes, round		0 25
Salmon, Qualla, hd. and dd.		0 13
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	0 06	0 07
B.C. Red Salmon		0 23
SALTED FISH		
Codfish, large, bbls., 200 lbs.		16 00
Sardines, half barrel		5 00
Salted Trout, half barrel		12 00
Salted Salmon, barrel		27 50
Boneless cod (20), per lb.	0 16	0 20
SMOKED		
Finnan Haddie, 15-lb. box.		0 14
Fillets, 15-lb. box		0 19
Smoked Herrings		0 24
Kippers, new, per box		2 15
Bloaters, new, per box		2 00
Smoker Salmon		0 35

ONTARIO MARKETS

TORONTO, Oct. 29.—Under a quiet market, the run of cattle at the Union Stock Yards has been heavy during the week. Quotations on choice butchers' cattle are holding firm but the poorer grades are inclined to be easier. The hog market is lower with a tendency for further reductions. Pork and beef cuts are practically unchanged. Mess pork in barrels has shown a slight shading downward. Smoked and cooked meats are steady and unchanged. The egg market is firmer with prices again advanced. Indicatio point to higher prices on the best grade of fresh eggs. The butter market continues weak and further reductions are noted. There is little movement in the cheese market either for export or home consumption, prices are slightly lower. Lard and shortening are steady and quotations unchanged. Margarine is easier with prices on the best quality shaded lower. Poultry receipts have been heavy during the week, movement into storage is fairly active. Spring chickens at country points have been reduced but quotations to the trade are unchanged.

Hog Market Weak

Toronto.

FRESH MEATS. — The run of cattle at the Union stock yards was heavy during the week, with trading rather slow. Choice cattle are holding at firm figures but the poorer grades are inclined to be easier. Live hogs are in an easy market, with quotations down 50 cents per hundred, and further reductions are anticipated. Fresh beef cuts are unchanged. With the exception of Boston butts and Montreal shoulders, fresh pork cuts are also unchanged, these two lines are down one cent per pound. Spring lamb on the hoof are firmer and sales being made at advanced prices, dressed lamb is unchanged.

FRESH MEATS

Hogs		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live, off cars, per cwt.		19 50
Live, fed and watered, per cwt.		19 25
Live, f.o.b., per cwt.		18 25
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 39
Loins of pork, lb.		0 46
Fresh hams, lb.		0 40
Tenderloins, lb.		0 65
Spare ribs, lb.		0 20
Picnics, lb.		0 28
New York shoulders, lb.		0 34½
Boston butts, lb.		0 39
Montreal shoulders, lb.		0 33½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 23	0 25
Front quarters, lb.	0 13	0 15
Ribs, lb.	0 27	0 33
Chucks, lb.	0 12	0 14
Loins, whole, lb.	0 29	0 35
Hips, lb.	0 20	0 23

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 26	0 30
Spring lamb, lb.	0 24	0 26
Yearling, lamb, lb.	0 19	0 23
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

Provisions Fairly Steady

Toronto.

PROVISIONS. — Medium smoked hams are down one half cent per pound. Other sizes are unchanged. Smoked bacon is ruling steady under an active demand. Mess pork in barrels is reduced 50 cents, bringing the price down to $38.

Hams—		
Small, 6 to 12 lbs.	0 48½	0 50
Medium, 12 to 20 lbs.	0 47½	0 48
Large, 20 to 35 lbs., each lb.		0 43½
Heavy, 25 to 35 lbs.		0 38½
Heavy, 35 lbs. and upwards		0 35½
Backs—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Rolled	0 67	0 70
Bacon—		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 57
Breakfast, special trim		0 62
Roll, per lb.	0 36	0 39
Wiltshire (smoked sides), lb.		0 42
Wiltshire, three-quarter cut	0 44	0 46
Wiltshire, middle		0 48
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.		0 30
Do., av. 80-90 lbs.		0 28
Clear bellies, 15-30 lbs.		0 31½
Fat backs, 10 to 12 lbs.		0 24

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess Pork, 200 lbs.		38 00
Short cut backs, 200 lbs.		56 50
Pickled rolls, bbl. 200 lbs.:—		
Lightweight		66 00
Heavy		60 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Quiet

Toronto.

COOKED MEATS. — Head cheese is moving fairly well at 17 cents per pound. Jellied tongues are also in fair demand. As the heavy season for cooked meats is past due to the advent of the cooler weather, the demand generally, is quiet and quotations unchanged.

Boiled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders		0 54
Head cheese, 6s, lb.		0 17
Choice jellied ox tongue, lb.		0 66
Jellied calves tongue		0 52
Ham bologna, lb.		0 20
Large bologna, lb.	0 17	0 18
Spice beef, lb.		0 32

Above prices subject to daily fluctuations of the market.

Eggs Firm and Higher

Toronto.

EGGS. — The egg market is firmer and prices have been again advanced. Selects are quoted to the trade at 70 cents. No. 1 candled at 65 cents, and new laid in cartons at 80 cents. Receipts of fresh eggs continue to decline, storage eggs are coming out of storage to meet local demand. Indications point to higher prices for the best grades, and a firm market for the other grades. The opinion is expressed in some quarters that storage stocks will be depleted long before the spring season opens.

EGGS—		
Selects		0 70
No. 1 candled		0 65
New laid in cartons		0 80

Prices shown are subject to daily fluctuations of the market.

Butter Easier and Lower

Toronto.

BUTTER. — The butter market continues weak, with prices again reduced, due to lack of export business. The best quality creamery prints are quoted at 58 cents with the lower grades around 55 cents. The high prices that have been prevailing for some months and the fact that England refuses to pay the prices asked is the cause of the lack of export business. Some dealers are of the opinion that when prices recede to an export basis, the market will be firmer.

BUTTER—		
Creamery, prints	0 56	0 58

Cheese Market Inactive

Toronto.

CHEESE.—The cheese market shows little movement either for export or home consumption. The market is quiet with quotations down one cent per pound. Large cheese is now quoted at 27½ cents.

CHEESE—		
Large, per lb.		0 27½

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Lard Market Steady

Toronto.

LARD. — The lard market is hold-

ing steady under an active demand. Quotations are unchanged.

LARD—

1-lb. prints	0 32½
Tierces, 400 lbs.	0 30½

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Shortening Unchanged

Toronto.

SHORTENING.—There is no change in shortening. Quotations are steady at 22¾ cents tierce basis.

SHORTENING—

1-lb. prints	0 27
Tierces, 400 lbs.	0 22¾

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Margarine Easier

Toronto.

MARGARINE. — The market for margarine after remaining steady for several months has a slightly easier tone, due partly to the easier condition of the butter market. Quotations on the best quality margarine are reduced one cent per pound, bringing the price down to 36 cents.

MARGARINE—

1-lb. prints, No. 1		0 36
Do., No. 2		0 35
Do., No. 3		0 30
Nut Margarine, lb.	0 33	0 35

Fresh Trout Lower

Toronto.

FISH. — Good supplies of fresh herrings, whitefish, haddock and trout are arriving freely, and with the exception of trout, quotations are steady. Fresh trout has been reduced to 17 and 18 cents per pound.

FRESH SEA FISH.		
Cod Steak, lb.		0 12
Do., market, lb.		0 09
Haddock, heads off, lb.		
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	0 10	0 11
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 17	0 18
Fall Salmon	0 10	0 11
Oysters—		
No. 1 tins		4 20
No. 3 tins		12 30
No. 5 tins		20 00
Glass jars, doz.		6 50
FROZEN FISH		
Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 11½
Flounders	0 10	0 11
Pike, round		0 08
Do., headless and dressed		0 09
Salmon, Cohoe		0 23
Do., Red Spring		0 28
Sea Herring	0 07½	0 08
SMOKED FISH		
Haddies, lb.		0 13
Fillets, lb.		0 18
Kippers, box	2 25	2 75
Bloaters		3 00
Salt Cod, Quail-on-Toast, lb.		0 16
PICKLED FISH		
Labrador Herrings, kegs 100 lbs.		6 50

Poultry Receipts Heavy

Toronto.

POULTRY. — Receipts for poultry have been heavy during the week, and the movement into storage is well under way. Prices on spring chickens at country points have been again reduced. Quotations to the retail trade are unchanged.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	-$0 40	-$0 50
Roosters	- 0 15	- 0 20
Fowl, over 5 lbs.	- 0 25	- 0 27
Fowl, 4 to 5 lbs.	- 0 22	- 0 25
Fowl, under 4 lbs.	- 0 15	- 0 20
Ducklings	- 0 25	- 0 30
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live	- 0 21	- 0 28

Prices quoted to retail trade—

		Dressed
Hens, heavy	0 28	0 36
Do., light	0 26	0 28
Chickens, spring	0 30	0 35
Ducklings	0 30	0 35

WINNIPEG MARKETS

WINNIPEG, Oct. 29—The egg market is firm and higher prices are quoted. Hogs are down 50 cents per hundred. The demand for ham and bacon has shown a decided improvement during the week. Creamery butter declined three cents per pound. Cheese is firm. Lard and shortening are unchanged. The fish market is steady under an active demand.

Hogs Are Lower

Winnipeg.

FRESH MEATS. — The hog market has shown a decline of 50 cents a hundred on selects which are being quoted at $18.50 per hundred. There is no change on fresh pork cuts. Fresh beef is in good demand and prices remain unchanged.

HOGS—		
Selected, live, cwt.		18 50
Heavy, cwt.		15 50
Light, cwt.		15 00
Sows, cwt.		11 50
Fresh Pork—		
Legs of pork, up to 20 lbs., lb.		0 39½
Spare ribs, lb.	0 18½	0 20½
Loins of pork, lb.	0 45	0 47
Fresh hams, lb.	0 39	0 40½
Tenderloin, lb.		0 57½
Picnics, lb.		0 27½
Shoulders, lb.		0 32
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 28
Front quarters, lb.	0 10	0 13
Whole carcass, good grade, lb.	0 [illegible]	0 26
Mutton—		
Choice ewes, lb.		0 17
Lambs—		
Choice, 30-45 lbs., lb.		0 25

Cooked Meats Unchanged

Winnipeg.

COOKED MEATS.—Cooked meats are holding steady and unchanged under a quiet demand.

Ham, best quality, skinned, lb.		0 68
Do., roast, lb.		0 70
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins		0 21
Do., in 6-lb. tins, lb.		0 19
Jellied Beef Tongue, lb.		0 69
Jellied Pork Tongue, lb.		0 67½
Baked Luncheon Loaf, lb.		0 24

Ham and Bacon Steady

Winnipeg.

PROVISIONS. — The demand for ham and bacon has shown a decided improvement during the week due largely to cooler weather. Bacon is reported scarce.

8 to 16 lbs., per lb.	0 48½
16 to 20 lbs., per lb.	0 46½
Boneless, 8 to 15 lbs., per lb.	0 52½
Skinned, 14 to 18 lbs., per lb.	0 49
Do., 18 to 22 lbs., per lb.	0 48
BACON—	
Backs, 5 to 12 lbs., smoked	0 64
Do., 12 to 16 lbs., smoked	0 62
Do., 10 to 14 lbs., skinned and peamealed	0 59½
Do., 4 to 10 lbs., sliced	0 61½
Cottage rolls, boneless	0 41½

Butter Declines

Winnipeg.

BUTTER.—Creamery butter declined three cents a pound and is now being quoted at 61 cents while no definite reasons can be given as the decline seems to be in sympathy with eastern prices. Dairy butter remains unchanged.

BUTTER—		
Creamery, best table grade		0 61
Dairy, best table grade		0 57
Margarine	0 37	0 39

Western Cheese Firm

Winnipeg.

CHEESE.—Ontario cheese receipts are reported very light and Western cheese is much firmer.

Ontario, large, per lb.	0 31
Do., twins, per lb.	0 31½
Manitoba, large, per lb.	0 30
Do., twins, per lb.	0 31

Eggs Are Firm

Winnipeg.

EGGS.—Eggs are reported very firm and one large packer is forced to ship eggs from the cold storage due largely to the limited supply and quality of country receipts. Fresh farm eggs are now being sold at 62 cents per dozen and fresh candled eggs are being quoted at 56 cents per dozen.

Lard and Shortening Steady

Winnipeg.

LARD.—There has been no change in the lard and shortening and prices remain unchanged.

Pure lard, No. 1 quality, per lb. (in tierces of 400 pounds.)	0 30
Do., wooden pails, 20-lb. pails	6 50
Shortening, wooden pails, 20-lb. pails, per pail	5 30
Shortening, tierces of 400 lbs., per lb.	0 28½

Fish Prices Maintained

Winnipeg.

FISH. — The fish market remains steady and the demand is reported very fair. There is nothing of interest except that live lobsters, boiled crabs and bulk oysters are in good demand.

FRESH FISH	
Fresh Whitefish, per lb.	0 16
Fresh Halibut, per lb.	0 22
Fresh Salmon, per lb.	0 34
Fresh Pickerel, per lb.	0 15
Fresh Trout, per lb.	0 2-

Poultry Receipts Lower

Winnipeg.

POULTRY.—The receipts for live poultry has fallen off considerably durin the past week; there is a scarcity of turkeys.

Roosters, dressed, lb.	0 28
Chicken, dressed, lb.	0 38
Chicken, milk fed, lb.	0 44
Fowl, dressed, lb.	0 34
Ducks, lb.	0 35
Turkeys, lb.	0 50

This Is the Season for — Fresh Pork Sausage!

The Big Seller

DAVIES' fresh Pork Sausage commands trade and holds it. At this season of the year, when the wind is chilly and with just a nip of frost in the air, you will find a ready sale for sausages. It's worth while featuring sausages prominently.

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Small or Large Oxford
Small or Large Yale
New England
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Little Pork

Or——you can get them in kegs of 35 lbs., 75 lbs. and 90 lbs. Order direct, or through our salesman.

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TORONTO
MONTREAL HAMILTON

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Montreal and
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Mr. Dealer:—"People are eating sausage again"

With the hot weather over no doubt you will notice an increased demand for sausage. We have sausage which will suit every class of trade and every purse.

Gunns Pon-Honor Sausage, in 1 lb. cartons.
Oxford Sausage, small casings, 1 lb. bunches in parchment.
Oxford Sausage, large casings, 1 lb. bunches in parchment.
Gunns Brand Sausage, small casings.
Gunns Brand Sausage, large casings.
Camp Sausage, small casings.
Camp Sausage, large casings.
Little Pig Sausage, extra small casings.



Place a standing order with us and be sure of your supply.

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Pon-Honor Brand
—a good seller

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Feature H.P. Sauce as your Leading Line

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For whatever purpose Salt is required, the Canadian Salt Company products lead in quality and purity.

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'Bluenose' Butter

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SMITH AND PROCTOR
SOLE PACKERS
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will supply your **wants.** The world is full of **wants;** the **want** ad introduces the man who **wants** to Buy to the man who **wants** to Sell. Many of our subscribers **want** to add to their sales force; many of the clerks **want** to make new business connections.

Agents **want** to buy or sell something they **want** or do not **want.**

CANADIAN GROCER

wants to introduce you to the man who *wants* what you *want* to sell him. See the *want* ad. section on last page of this number. The rate for this service is very reasonable—Three cents per word for first insertion, two cents per word for each subsequent insertion and five cents extra per insertion for box number.

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The time is short from now until the Christmas Season. When preparing to re-stock consider **BRUNSWICK BRAND SEA FOODS.** Thousands of Canadian Grocers have found them profitable—and you will also.

BRUNSWICK BRAND SEA FOODS are all of a high standard quality—sufficiently cooked before leaving the factory—and ready to serve. When your customers open them they will find sea foods of a wholesome flavour and guaranteed purity.

Stock up from the following Brunswick list:

"Sardines in Oil," "Herrings in Tomato Sauce," Finnan Haddies" and **"Kippered Herrings."**

When dressing your window this year for Christmas Display be sure you include **BRUNSWICK BRAND SEA FOODS.**





Connors Bros., Ltd.

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Winnipeg Representative:

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Quality Seeds Perfectly Blended

There's health and song for the cage bird in every packet of Spratt's Mixed Bird Seeds. Their many points of excellence mean a steadily increasing trade for the store that stocks them.

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MIXED
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Sold only in 17-oz. Packets

Supplies may be obtained promptly from
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Sell "Marsh's" and Please Your Customers

Our Grape Juice, Unfermented Port, Black Cherry Wine and Raspberry Vinegar are drinks that sell all the year 'round. When friends drop in for a brief visit, your customers will appreciate having one or more of these high-class lines to serve. Especially nice with tea biscuits.

There is profit for you in every sale.

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a genuine Tonic for

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BRAND

Announcement

We beg to advise the Wholesale Grocers of Toronto, Hamilton, and St. Catharines, that we have appointed Mr. J. K. McLauchlan, 45 Front St. E., Toronto, as our agent covering above territory since the death of our former representative, Mr. T. M. Sibbald.

Mr. McLauchlan will carry a stock of our goods in his Toronto warehouse, for spot delivery, as well as sell in straight car lots, of Rolled Oats, Rolled Wheat, Standard Oatmeal, Cornmeal, etc.

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Get a stock of this popular chew working for you in a neat show case display and know what real tobacco profits mean.

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Open Top Sanitary Cans
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"Orsifer of the Law"—By Archie McKishnie, is another Lenix Ballister story, which shows the swarthy "hero" in a new light.

"Cash and Carrie"—By Leslie W. Barnard, a young Canadian author whose fiction is attracting attention.

"Sketches of Many Premiers"—Mrs. Asquith knew seven Premiers of England—and knew them intimately. There are not many untold secrets in Margot's life.

Review of Reviews Section

Some of the subjects discussed here are:

"Startling Facts from Versailles."
"One Solution of the Servant Problem."
"The New British Empire."
"Cancer Increase and How to Check It."
"The Women of Poland."
"Co-Partnership, the Labor Trouble Remedy."
"America Must Take Sides."
"Hungary Aiming to Restore the Monarchy."
"Murder of the Czar and His Family."
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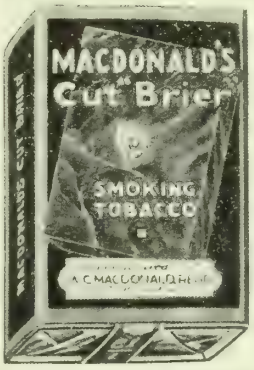
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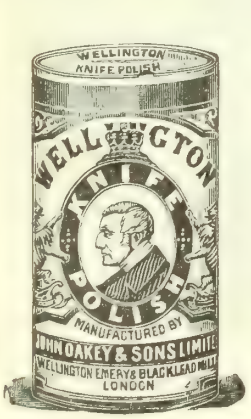
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St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

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Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
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Cooker Brand Peas (3 doz. in case)	4 20
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40-lb. Canada Laundry	$0 10¾
100-lb. kegs, No. 1 white	0 11¼
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4 lbs., W. T. Benson & Co.'s (Prices in Maritime Provinces 10c per case higher.)	
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40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 12½
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 11
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 11
40 lbs. Argo Corn Starch, 1 lb. packages	0 11
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb. (20-lb. boxes ¼c higher, except Potato Flour)	0 14

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2-lb. tins, 2 doz. in case	6 00
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55
20-lb. tins, ¼ doz. in case	6 00
Celebrated Prepared	0 13½
40-lbs. Canada Pure or Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	$6 00
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55

(5, 10 and 20-lb. tins have wire handles.)

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Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

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	Doz.
Robinson's Patent Barley—1-lb.	
½ lb.	
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8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

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	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.C.F., 1-lb.	
F.D., ¼-lb.	

	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 60

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Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 34
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
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Large Washed Brazils
Medium Brazils
Tarragona Almonds
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Pecans, Chestnuts, Cocoanuts and Peanuts

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Also New Layer Figs and Package Dates

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High-Class Fruits

FRESH ARRIVALS DAILY

OF ALL VARIETIES OF

Domestic Fruits and Vegetables

Best Varieties of

FREESTONE PEACHES

NOW COMING

ORANGES, BANANAS, LEMONS
CALIFORNIA BARTLETT PEARS
AND MALAGA GRAPES

THE HOUSE OF QUALITY

Hugh Walker & Son,

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THE COWAN CO., LTD.,
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COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs unwrapped 6-lb. box, 5 div. to cake, 24 boxes to case lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box	0 95
Victory Bars, 24 in box, 60 boxes in case, per box	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95

We pack an assorted case of 60 boxes of bars.

Maple Buds—	
6c display boxes	
6c pyramid packages, 4 doz. in box	
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.
The Waxtite Line

Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, LTD.
14 Bleury St., Montrea.

XXX Self-Rising Flour, 6 lbs. packages, doz.	$6 30
Do., 3 lbs.	3 20
Superb Self-Rising Flour, 6 lbs.	6 10
Do., 3 lbs.	3 10
Crescent Self-Raising Flour, 6 lbs.	6 20
Do., 3 lbs.	3 15
Perfection Rolled Oats (55 oz)	3 00
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz.	1 60

To get business you must go after it. Others do it through this paper —why not YOU?

Prunes

We are offering new Santa Clara prunes out of shipments now on the way and due here about middle of November.

Santa Clara	30 x 40	25s	25½
Santa Clara	40 x 50	25s	23½
Santa Clara	50 x 60	25s	19½
Santa Clara	60 x 70	25s	16½
Santa Clara	70 x 80	25s	14½
Santa Clara	80 x 90	25s	12½
Santa Clara	90 x 100	25s	11¾

We have just received a fine assortment of new Malaga Table Raisins, and can ship orders immediately

Gem Jars

We have a few small lots of Jars left as follows:

Perfect Seal, pints . . .	1.40 doz.
Perfect Seal, quarts . .	1.50 "
Perfect Seal, ½ gals. . .	1.75 "
Improved Crown, ½ gals. .	1.65 "

All Quotations Ex. Warehouse, Toronto

Send Us an Order

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

A WHOLESOME PRODUCTION

ROYAL ACADIA SUGAR

ROYAL ACADIA SUGAR is made from the pure cane into the purest refined granulated sugar---"Every Grain Pure Cane."

A profitable trade will surely come from selling "Royal Acadia."

Sold in 2 and 5 lb. cartons; 10, 20 and 100 lb. bags, half-barrels and barrels.

The Acadia Sugar Refining Co., Ltd.

HALIFAX, CANADA

Everybody Likes Pancakes

With cooler weather at hand make a display of *Brodie's XXX Self-Raising Flour* and maple syrup. The finest of pancakes can be made from this flour and there could not be a more tempting combination for hungry children these cool evenings. Brodie's XXX Flour also makes delicious muffins and biscuits.

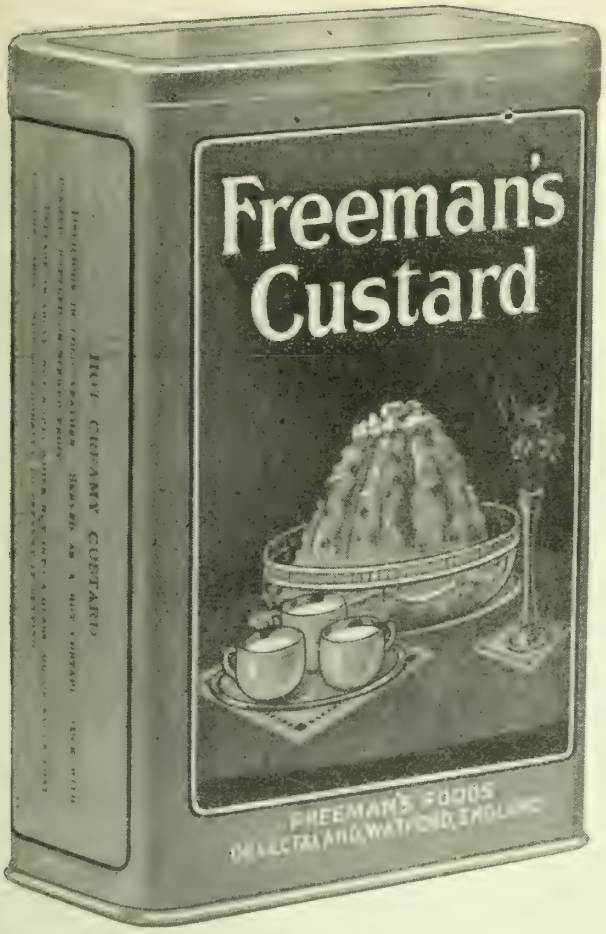
At your Wholesaler.



Brodie & Harvie, Ltd., Bleury St., Montreal

Ontario Representatives:
Chadwick & Co., 34 Duke St., Toronto

Quebec Representatives:
J. B. Renaud & Cie., Inc., Quebec



Sal Soda that Saves Time and Money

ARM & HAMMER

It is handy, clean and will sell quickly.

Arm & Hammer Brand Sal Soda is put up in attractive cartons of 2½ lbs. each, 36 packages to the box.

Church & Dwight, Limited
Montreal

CROWN BRAND
NORWEGIAN
SARDINES
IN OLIVE OIL

A Moderate-Priced Sardine

These sardines sell at a moderate price. They possess a nice flavor and meet the requirements of the wife who does not desire to pay the highest price. These fish come from the waters of Norway.

Consult Your Wholesaler

Canadian Agents
John W. Bickle & Greening
HAMILTON, ONTARIO

N. B. Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

SPECIAL

MFG LTD.

We offer to the Trade

Genuine Glycerine Toilet Soap

in Gross Lots—

$10.40 per Gross.

Can be Sold to the Consumer at **10c.** per Cake

Which Shows a Handsome Profit.

Send Your Orders Direct.

TRADE SUNDRIES MFG. LTD.

232 Clarke St., MONTREAL

KEYSTONE BRAND

Famous For their Heavy Filling



It requires no effort to sell a brush with a good thick filling of quality fibres or bristles. "Keystone" Household Brushes have two outstanding features—the fine finish to the backs of even the cheapest brushes, and the heavier filling of

Best Quality Fibres and Bristles

Send for a small supply and compare them with the brands you are handling now. Ask for particulars, too, of our Keystone Floor Brushes with their new "Never Strip Metal Thread Handles."

STEVENS-HEPNER COMPANY LIMITED

PORT ELGIN, ONT.

INDEX TO ADVERTISERS

A

Acadia Sugar 60
Arnett, Thos. Lewis 14

B

Bain & Co., Donald H. 12
Belgo-Canadian Trading Co.... 16
Bickle & Greening, John W. ... 61
Borden Co. 1
Bowser Co., Ltd., S. F. 9
Brennan, H. C. 15
Brodie & Harvie, Ltd. 60

C

Canada Nut Co. 11
Canada Produce Co. 16
Canada Starch Co., Ltd. 5
Canadian Salt Co., Ltd. 49
Chadwick & Co. 15
Channell Chemical Co. ..... Inside front cover
Church & Dwight 61
Clarke Ltd., W. 4
Clayoquot Sound Canning Co... 11
Climax Baler Co. 16
Connecticut Oyster Co...Front cover
Connors Bros. 51
Crampton & Co., Ltd., John.. 10
Cressy, John R. 71

D

Davidson & Co., Ltd., James... 15
Davies & Co., Wm. 47
Dayton Scale .....Back cover
Diamond Dyes 8
Dominion Confectionery Co... 56
Donaldson-Phillips Agencies... 11
Duncan & Son, C. 13
Dunn, Albert 16

E

Eckardt & Co., H. P. 59
Eddy Co., Ltd., E. B. 8
Edgett Ltd., W. H. 11
Enquiry Page 6
Escott Co., Ltd., W. H. 14
Estabrooks Co., Ltd., T. H.... 19
Eureka Refrigerator Co., Ltd... 10

F

Fairbanks Co., N. K. 9

G

Gaetz & Co. 16
Grant & Co., C. 12
Griffiths & Co., Ltd., Geo. W... 12
Gunns Ltd. 48

H

Hanson & Co., J. H. 49
Hargraves Ltd. 15
Hay, A. H. M. 16
Henderson Brokerage, B. M... 11

I

Imperial Grain & Milling Co... 10
International Business Machines Outside back cover

J

Johnson-Lieber Mercantile Co... 11

K

Kidd, T. Ashmore 15

L

Lachaine, Geo. D. 16
Lauder Co., Chas. 10
Lemon Bros. 56

M

McCormick's 3
McLaughlan, J. K. 15
McLay Brokerage Co. 12
Macdonald Reg., W. C. 55
Mackenzie, W. L. 12
Maclure & Langley 15
Maclure & Co., A. M. 12
Magor, Son & Co., Ltd. 20
Mann & Co., C. A. 63
Marsh Grape Juice Co. 52
Mason & Co., Ltd., Geo. 20
("O.K." Sauce)
Mathieu & Co., J. L. 2
Mickle, Geo. T. 56
Midland Vinegar Co. 49
("H.P." Sauce)
Moore & Co., R. M. 63
Morris & Co. 48
Morrisette, Nap. 52
Mowat & McGeachie 12
Mueller Co., Ltd., The Chas... 63

N

Nelson, C. T. 11
Norcanners, Ltd. 15

O

Oakey & Sons, Ltd., John..... 56
O'Donnell Co., John J. 15
Ottawa Paint Works 20
Oxo Ltd. 2

P

Parkinson Cereal Co. 52
Patrick & Co., W. G. 15
Pennock & Co., H. P. 13
Peters, Duncan & Co. 57
Pritty Ltd., John 11
Pure Cane Molasses Co. 7

R

Red Rose Tea 19
Richardson & Green 12
Rock City Tobacco Co. 53
Rose & Laflamme 16

S

Salada Tea Co. of Canada, Ltd. 57
Sarnia Paper Box Co. 63
Sebringville Cheese Factory ... 63
Shepherd-Mott Co. 16
Smith, K. 16
Smith Brokerage Co., The..... 16
Smith & Proctor 49
So-Clean, Ltd. 63
Spratt's Patent, Ltd. 52
St. Arnaud Fils Cie 16
Stevens-Hepner Co. 62
Superior Macaroni Co. 64

T

Teco Mfg. Co. 17
Toronto Pottery Co., Ltd. 63
Toronto Salt Works 63
Trade Sundries Ltd. 62
Trent Mfg. Co. 63

V

Vincentelli & Co. 63

W

Wagstaffe Ltd.....Inside back cover
Walker & Son, Hugh 58
Wallace Fisheries, Ltd. 11
Watford Mfg. Co. 61
Watson & Truesdale 13
White & Co. 58
White Cottell's 63
Wiley, Frank H. 12
Whissell, H. 16
Whittall Can. A. R. 53
Williams Storage Co. 13
Woods & Co., Walter 61

BUYERS' MARKET GUIDE
Latest Editorial Market News



STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co
Limited
608 and 609 Temple Bldg.
Bay and Richmand Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 259 Kingswood Road Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.
"SOCLEAN"
the dustless sweeping compound.
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

A. F. VINCENTELLI & CO.
ANTWERP (BELGIUM)
The oldest Corsican Candied Peel and Fruit Manufacturers
CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

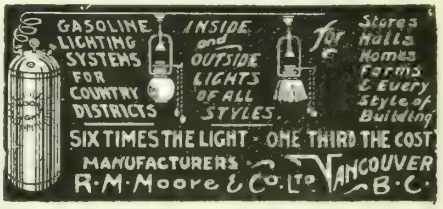
Information
We can keep you posted with all daily news and business Tips
Canadian Press Clipping Service
143-153 University Avenue Toronto,

ENGLISH JAMS ARE ON THE WATER

New English jams are expected to arrive on the Canadian market within the next week or ten days. Prices in England are practically on a par with Canadian products, but as the exchange is a factor that must be taken into consideration, the English goods will therefore be laid down in Canada at lower figures than what Canadian goods are quoted at to the trade.

TRY OUR
BRICK and LIMBURGER CHEESE
Always Choice and Fresh
Sebringville Cheese Factory
R. R. No. 5 - STRATFORD, ONT

GROCERS
Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from
C. A. MANN & CO.
LONDON, ONT.
Phone 1577



The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.



CRESSY'S
Concentrated Food Flavoring Extracts
Impurity Proof. Use 5 Drops Only
True to Flavor.
Most Popular Flavors
Manufactured by
John R. Cressy, 523 King W., Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON ONTARIO.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—LIVE GROCERY IN SASKATCHEwan city, stock $5,000, fixtures and delivery car, $3,000. Turnover, $100,000. Rental $50, on favorable lease. Modern store in best residential district, where price-cutting is unnecessary. Cash required, $6,000. Possession November first if necessary. Box 294, Canadian Grocer, 143 University Ave., Toronto.

FOR SALE — GENERAL STORE BUSINESS and dwelling; post office in connection. Best locality in Annapolis Valley, N.S.; or would consider active partner with capital and enlarge business. Full particulars to Box 292, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE — ONE OF THE LARGEST AND best retail grocery businesses in Western Canada, located in the best city. Turnover last year, $312,000. Showed good profit. Reason for selling, ill health. Splendid opportunity for right party Price, approximately, $30,000, practically all cash. Apply owner, Box 288, Canadian Grocer, 153 University Ave., Toronto, Ont.

MERCHANTS WHO WANT HAY OR CANAdian leaf tobacco communicate with Chs. Ed. Leonard, Ste Monique Co., Two Mountains, P.Q.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

AGENCY WANTED

A RELIABLE EXPERIENCED BROKER would like agencies for British Columbia, or would act as purchasing agent for a reliable Eastern house. 810 Dominion Building, Vancouver, B.C.

To get business you must go after it. Others do it through this section — why not YOU?

SITUATIONS VACANT

EXPERIENCED GROCERY SALESMAN DEsires position traveling out of Winnipeg, calling on wholesale or retail trade. Nine years' experience. Age 26. Will furnish references on application. Box 298, Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITIONS WANTED

REAL LIVE MAN WITH LIFELONG EXPERIence in grocery and produce trades is open for better proposition as partner, manager, accountant, etc. It is not always easy to get in touch with right party of experience. Investigate. May be mutual opportunity. Box 290, Canadian Grocer, 153 University Ave., Toronto, Ont.

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell, or from whom you wish to buy.

RATES:
(payable in advance)

3c per word, first insertion.

2c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

In Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?

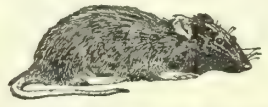
Then you should use.

Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer

143-153 University Ave. Toronto



RID-OF-RATS

Patented, is Non-Poisonous and can be used anywhere without risk of killing house pets or injuring human beings. Eight years on the market. If your dealer doesn't carry it, send direct to the manufacturers

THE BERG & BEARD MFG. CO., 100 Emerson Place, Brooklyn, N.Y.

Price $1.80 per doz. boxes; $1.90 per lb. (Discount quoted upon request)

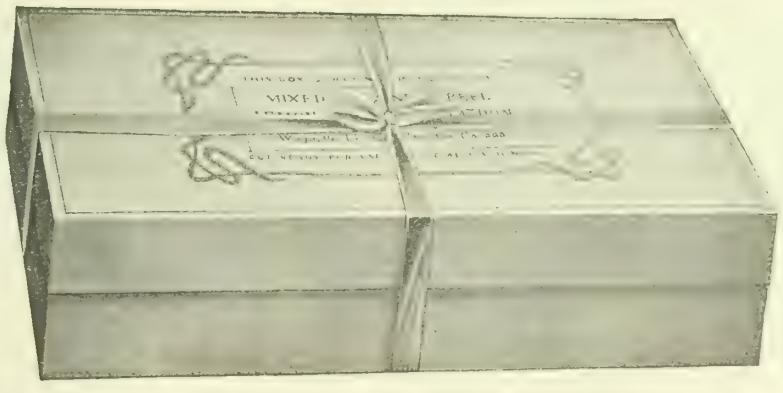
We also manufacture a very effective Gopher Exterminator

WAGSTAFFE'S

Candied Peels

(Lemon, Orange, and Citron)

Now Ready for Delivery



They are equal to the best British make, are far superior in flavor and color to Imported American Peels. Mr. Retailer, insist on getting WAGSTAFFE'S PEELS, they are CANADIAN—no better made.

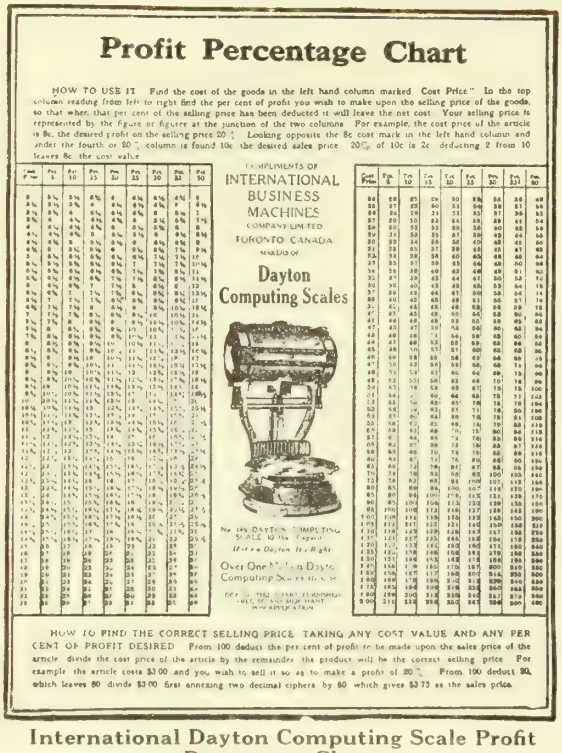
Order From Your Wholesale Grocer

WAGSTAFFE, LIMITED

PURE FOOD PRESERVERS

HAMILTON - CANADA

What per cent. Profit Should You Make on the Goods You Sell?



Profit Percentage Chart

HOW TO USE IT Find the cost of the goods in the left hand column marked "Cost Price." In the top column reading from left to right find the per cent of profit you wish to make upon the selling price of the goods, so that when that per cent of the selling price has been deducted it will leave the net cost. Your selling price is represented by the figure or figures at the junction of the two columns. For example, the cost price of the article is 8c, the desired profit on the selling price 20%. Looking opposite the 8c cost mark in the left hand column and under the fourth or 20% column is found 10c the desired sales price. 20% of 10c is 2c deducting 2 from 10 leaves 8c the cost value.

COMPLIMENTS OF
INTERNATIONAL BUSINESS MACHINES COMPANY LIMITED
TORONTO CANADA
MAKERS OF
Dayton Computing Scales

HOW TO FIND THE CORRECT SELLING PRICE TAKING ANY COST VALUE AND ANY PER CENT OF PROFIT DESIRED From 100 deduct the per cent of profit to be made upon the sales price of the article divide the cost price of the article by the remainder the product will be the correct selling price For example the article costs $3.00 and you wish to sell it so as to make a profit of 20%. From 100 deduct 20, which leaves 80 divide $3.00 first annexing two decimal ciphers by 80 which gives $3.75 as the sales price.

International Dayton Computing Scale Profit Percentage Chart

After you have determined that point

this profit percentage chart will enable you to *find the correct selling price quickly*

To make your business show a profit your selling price must be accurately arrived at. This chart eliminates all chance of error. It was compiled by the manufacturers of

International Dayton Scales

It shows the price you should fix on any article you sell in order to get the per centage of profit you must make.

The chart will be mailed to you FREE if you write for it.

International Business Machines Co. products hereafter will be known under the following names: International Dayton Scales, International Time Recorders, and International Electric Tabulators

International Business Machines Co. Limited

F. E. MUTTON, Vice-President and General Manager

Head Office and Factory: 300-350 Campbell Avenue, Toronto

HALIFAX 44 Granville St. | ST. JOHN 18 Germain St. | QUEBEC 506 Merger Bldg. | MONTREAL 1 and 3 Notre Dame St. W.
OTTAWA 188 Queen St. | TORONTO 415 Yonge St. | HAMILTON 225 King St. E. | LONDON 489 Richmond St.
WALKERVILLE 44 Lincoln Rd. | CALGARY 127 6th Ave. W. | WINNIPEG 227 McDermott Ave. | SASKATOON 254 3rd Ave. S. | EDMONTON 10118 102nd Ave. | VANCOUVER 110 Water St.

Also manufacturers of International Time Recorders and International Electric Tabulators

D.S.6

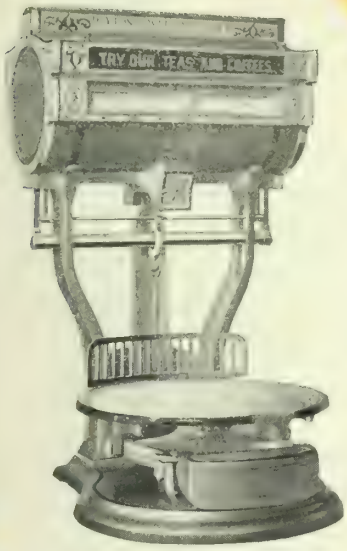
34th ANNUAL FALL and WINTER NUMBER

CANADIAN GROCER

Member of the Associated Business Papers Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, NOVEMBER 5, 1920 No. 45



INTERNATIONAL
DAYTON
SCALES

High above
all imitators

The only Scale with
the Overhead Check
~ Ask us what
that is ~

The finest
construction
of any Scale
in the world
Made in Canada



INTERNATIONAL BUSINESS MACHINES CO., LIMITED. TORONTO

You

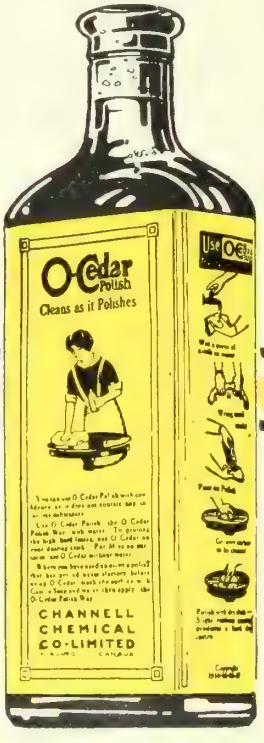
Might Just as Well Have This Money

Think of the many thousands who daily read the O-CEDAR Advertisements that appear in leading publications, and buy O-CEDAR at their dealers', for any one of the many uses it is intended for.

Every business day in the year, gross after gross of O-CEDAR POLISH is passed across dealers' counters, money received and profit made. *You* might just as well have your share of this money.

How is your stock of O-CEDAR POLISH?

Channell Chemical Co., Limited
TORONTO



O-Cedar Polish

CANADIAN GROCER, published every Friday. Yearly subscription price, $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.



Now—
During The Hunting Season



Just realize how many folks go holidaying deep into the bush, or 'way up the stream—far from home comforts. Why not suggest these necessary products?



Borden's



ST. CHARLES MILK (for every milk need)

EAGLE BRAND MILK (for every milk and sugar need)

REINDEER COFFEE (with the cream and sugar in it)

REINDEER COCOA (with the cream and sugar in it).



Borden's products are the rule with most hunters and fishermen that's gradually become a habit.



Suggest Borden's now and reap your returns by putting the idea over "big." Why not a window display on hunters' necessities—featuring Borden's?



The Borden Company., Limited

Montreal

Write us for free display material

Announcement To The Trade



HEREAFTER, the firm of Maclure and Langley, Limited, will be known as Langley, Harris and Company, Limited. The personnel of the organization, however, will remain unchanged, namely, E. W. Langley President, and J. G. Harris, Sec.-Treas.

On the seven following pages you will find seven outstanding lines of unusual popularity that every grocer should carry in stock. Read over these pages carefully and, if you are a wise merchant, you'll give them a trial. They're all worthy, proven sellers, and back of each one stands the reputation of this large organization.

LANGLEY, HARRIS AND COMPANY, LIMITED

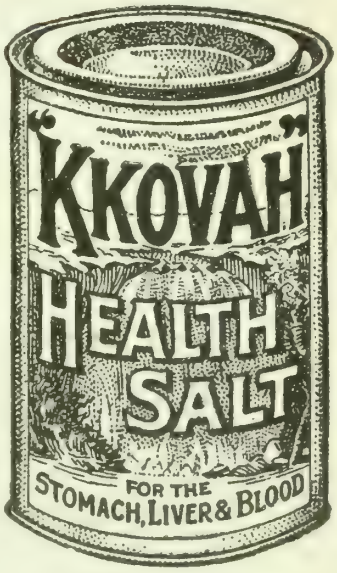
Successors to

Maclure and Langley, Limited

WINNIPEG TORONTO MONTREAL

Stock the "Kkovah Family"

---each one is a popular, rapid seller



Kkovah lines are all high quality lines and they never fail to make good because of their superior excellence. *Kkovah Health Salt*, the tonic Saline that "makes you fit and keeps you fit"; *Kkovah Custard*, the custard powder that makes deliciously flavored, creamy custard without the use of eggs; *Kkovah Lemon Pie Filler, Kkovah Chocolate Pie Filler and Kkovah Egg Substitute*, have all proven their sterling worth as big sellers and satisfaction-winners. Display these popular lines in your windows and on your counters and key up your store with Kkovah advertising.



Kkovah Health Salt	$1.80 per doz.
Kkovah Custard	1.70 per doz.
Kkovah Egg Substitute	1.50 per doz.
Kkovah Lemon Pie Filler	1.70 per doz.
Kkovah Chocolate Pie Filler	1.70 per doz.

Sole Agents for Canada

LANGLEY, HARRIS & COMPANY, LIMITED

Successors to

MACLURE & LANGLEY

MONTREAL TORONTO WINNIPEG

Rockland Cocoa

--the New Breakfast Cocoa--



Here is a cocoa of exceptional flavor and quality that you can depend upon to be always pure and uniform. *Rockland Cocoa* is hygienically prepared with the greatest care and skill from the finest quality, full-ripened cocoa beans specially blended to give a most delicious, palatable flavor with high food value.

You can't go wrong in stocking *Rockland Cocoa.* It is put up in ½ and 1 lb. attractively labelled tins and offers a good margin of profit.

1-5 lb. tins (24 lbs. to case) at 45c lb.
½ lb. tins (24 lbs. to case) at 45c lb.
1 lb. tins (24 lbs. to case) at 44c lb.

Order from your jobber to-day.

Distributors:

Langley, Harris and Company, Limited

Successors to

Maclure & Langley, Limited

TORONTO MONTREAL

ARMOUR'S



THE REAL MACKAY

ARMOUR'S SCOTCH COFFEE ESSENCE WITH CHICORY is a profitable, steady selling line that you can count on to win complete satisfaction. Its great convenience always makes a hit with busy housewives. Try a sample order of this big favorite. You'll find it "the Real MacKay."

W. B. ARMOUR CO.

TORONTO
and
GLASGOW, SCOTLAND

LANGLEY, HARRIS AND COMPANY, LIMITED

Successors to

Maclure & Langley, Limited

Winnipeg **TORONTO** **Montreal**

Maggi's Swiss Soup

You make a Hit

when using



MAGGI'S Cross-Star Soups
27 Varieties

We are glad to again offer the trade *Maggi's Popular Tablet Soups*. We have been very fortunate in securing a quantity of these rapid sellers, shipments of which are now arriving and we would advise the trade to place orders at once to secure prompt delivery.

Maggi's Swiss Soups are strictly high grade and their delicious flavor, economy and convenience will appeal to your customers in a way that will turn every first order into a steady repeater.

5 Tablets to a String
$3.60 per doz. Strings

in the following flavors:

PEAS
PEAS AND BACON
MUSHROOM
SPRING VEGETABLES

Langley, Harris and Company,
LIMITED

Successors to

Maclure and Langley, Limited
WINNIPEG TORONTO MONTREAL

"Curling" Brand Marrowfat Peas



Here is another high-grade *Maclure & Langley* seller that you can depend on to win your customer's hearty approval. *Curling Brand Package Peas* are packed in attractive packages (3 dozen to the carton) from the finest Japanese green wrinkled peas and they are exceptionally tender and full-flavored.

These choice peas are always in big demand during Fall and Winter and the profit margin they offer is excellent. Delivered 5-case lots.

PRICES:

	Per doz.
Ontario and Maritime Provinces	$1.20
Winnipeg	1.25
Points west of Winnipeg	1.30

Curling Brand Bulk Peas are the finest No. 1 Japanese green wrinkled. They are packed in 100's and 200's. We will be pleased to quote on this line.

LANGLEY, HARRIS & CO., LTD.

Successors to

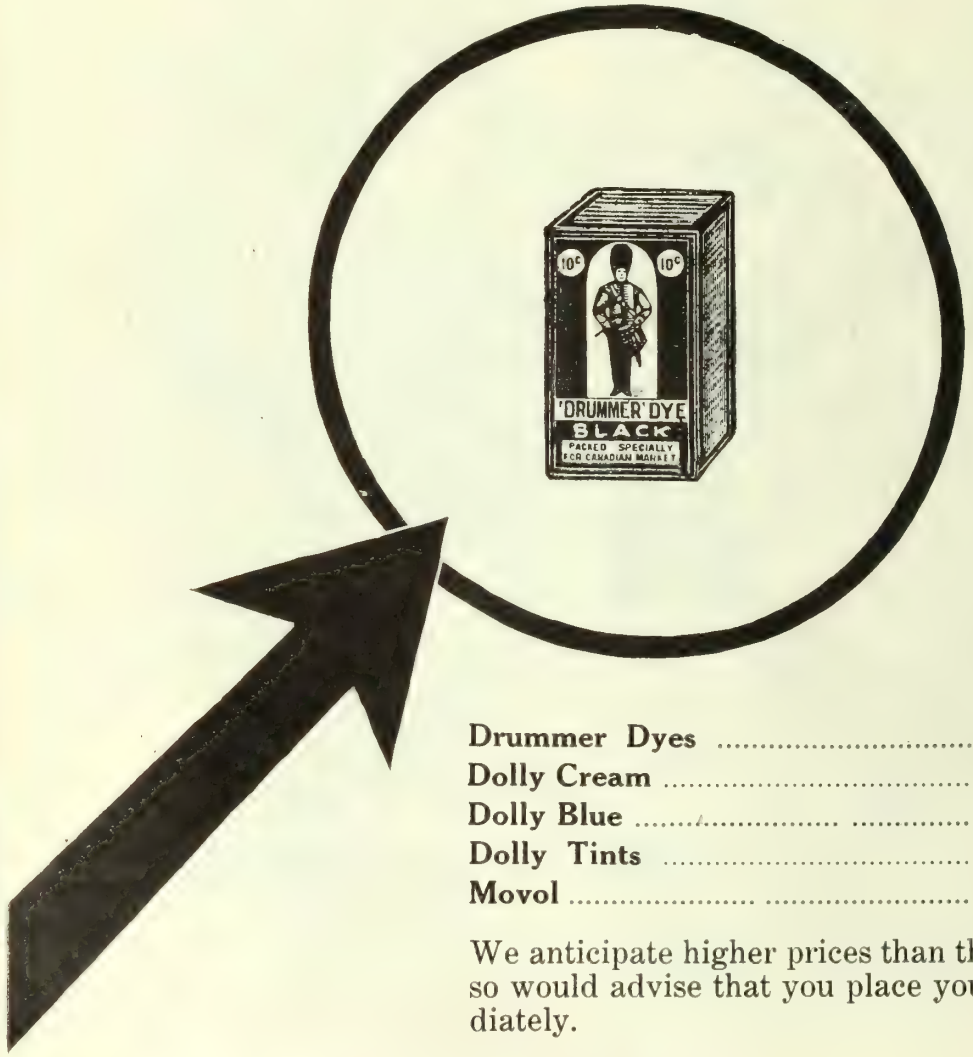
Maclure & Langley, Limited

MONTREAL TORONTO WINNIPEG

The Popular and Profitable Sellers

DRUMMER DYES

Drummer Dyes are rapid selling, thoroughly reliable dyes. They come in all shades and colors, and the perfect results they produce make them active, profitable repeaters. Send for a trial order and display them on your counter. You'll be surprised how quickly they move.



Drummer Dyes	**$ 9.60 gro.**
Dolly Cream	**10.20 "**
Dolly Blue	**5.40 "**
Dolly Tints	**9.60 "**
Movol	**2.25 doz.**

We anticipate higher prices than these quoted and so would advise that you place your orders immediately.

Langley, Harris & Company, Limited

Successors to

Maclure and Langley, Limited

WINNIPEG TORONTO MONTREAL

ST. WILLIAMS PURE JAMS



ST. WILLIAMS PURE JAMS AND MARMALADES have proven leaders wherever they have been introduced and their superior excellence and delicious flavor never change from one year's end to the other.

These high-grade Jams and Marmalades are hygienically made from the finest selected fruits and pure cane sugar. Urge your customers to buy these luscious lines and you can depend upon it that the first trial will bring them back for more.

Made by

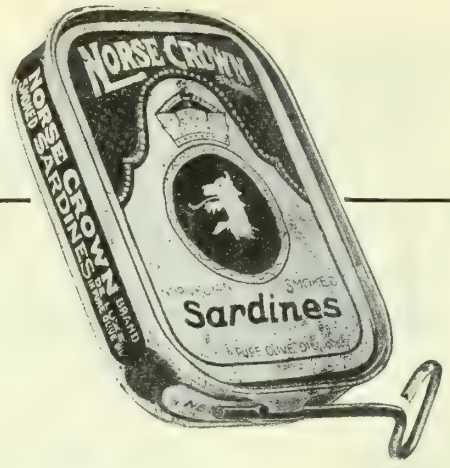
St. Williams Fruit Preservers, Limited
St. Williams, Ontario

LANGLEY, HARRIS & COMPANY, LIMITED

SUCCESSORS TO:

MACLURE & LANGLEY, LIMITED

WINNIPEG TORONTO MONTREAL



"NORSE CROWN"
Easily Opened and Easily Sold

There is nothing more appetizing at parties, social functions, etc., than tasty sandwiches. Sometimes your customers need a little suggestion in this case. If they do, help them by recommending **"Norse Crown"** Norwegian Brisling Sardines. Served in sandwich form with stuffed olives they are exceptionally tasty. "Norse Crown" help in completing a satisfactory breakfast. Ready to serve. Every hostess will be sure to like them in their attempt to please guests.

A sample order will convince you of their superiority.

"Quality Will Tell"

Your wholesaler can supply you; if not, write us at once and ensure an Early Shipment.

The Oversea Export & Import Co., Ltd.
NORWAY

Sole Agents for
Canada and
Newfoundland

Stewart Menzies & Company
32 Front St. W. - Toronto

By Appointment  *to H.M. the King*

Crosse & Blackwell

have the highest reputation for quality. There is always a ready market for goods that are of the best, and it is recognized the world over that

Crosse & Blackwell

maintain a unique reputation for consistently supplying the best.

Price lists are obtainable from

Stewart Menzies & Co.

32 Front Street West

TORONTO



You can always depend on Patrick Service and Patrick Lines

The long-established reputation of the firm of W. G. Patrick & Co., Limited, is behind every product we offer to the trade. You can depend on our lines to give absolute satisfaction and you'll find our prices fair and square.

We make a specialty of rush shipments, no matter how small or how large they are, and the careful manner in which we fill all orders eliminates mistakes. On the opposite page we offer a list of seasonable lines that you should place your order for now to insure timely deliveries.

Look over this list carefully; every one of them are seasonable sellers for the holiday and winter trade. Then check up your requirements and book your orders **now.**

Some Seasonable Quality Offerings for Christmas and Winter Selling



Prices are lower than last season and we advise your covering your requirements at once.

Shelled Nuts of All Kinds

Valencia Almonds	Blanched Almonds
Jordan Almonds	Bitter Almonds
Brazils	Filberts
Cashews	Pecans

Peanuts Pistachios Walnuts

Replace your stocks for Xmas trade

Trieste Hazelnuts in shell



QUART PINT ½ PINT PETITE PONY

Imported French Assorted Fruits

1 lb. and 8 lb. Boxes

French Glace Cherries ½s, 1s and 8s

" Cryst'd " 1s and 8s

We are Canadian Distributors for All Canada except Quebec for

LIBERTY BRAND

Cherries in Maraschino

All sizes arriving Write for particulars



Crossed Fish Sardines

Our first consignment has arrived and 20% pro rata delivery made.

These are packed by the

Stavanger Preserving Co., Ltd.

Of Stavanger, Norway, who have maintained their standard of quality regardless of loss of business rather than pack inferior goods.

Be on your guard against cheap imitations and you will hold your trade.

Distributors for Canada

W. G. PATRICK & CO., LIMITED

HALIFAX MONTREAL TORONTO WINNIPEG

In the Garden of Eden

Figs had first place on the menu, when our first parents dined. And to-day, centuries later, figs are still the most health-giving of all the fruits that Nature gives us.

HAMILTON'S
IMPROVED
FIG BAR

Filled to bursting with big, juicy figs, is now the biscuit pre-eminent in its class. The figs are never "skimped" in the filling, the cake is the ideal texture, and the result is a Fig Bar Biscuit that never fails to bring 'em back for more after the first trial.

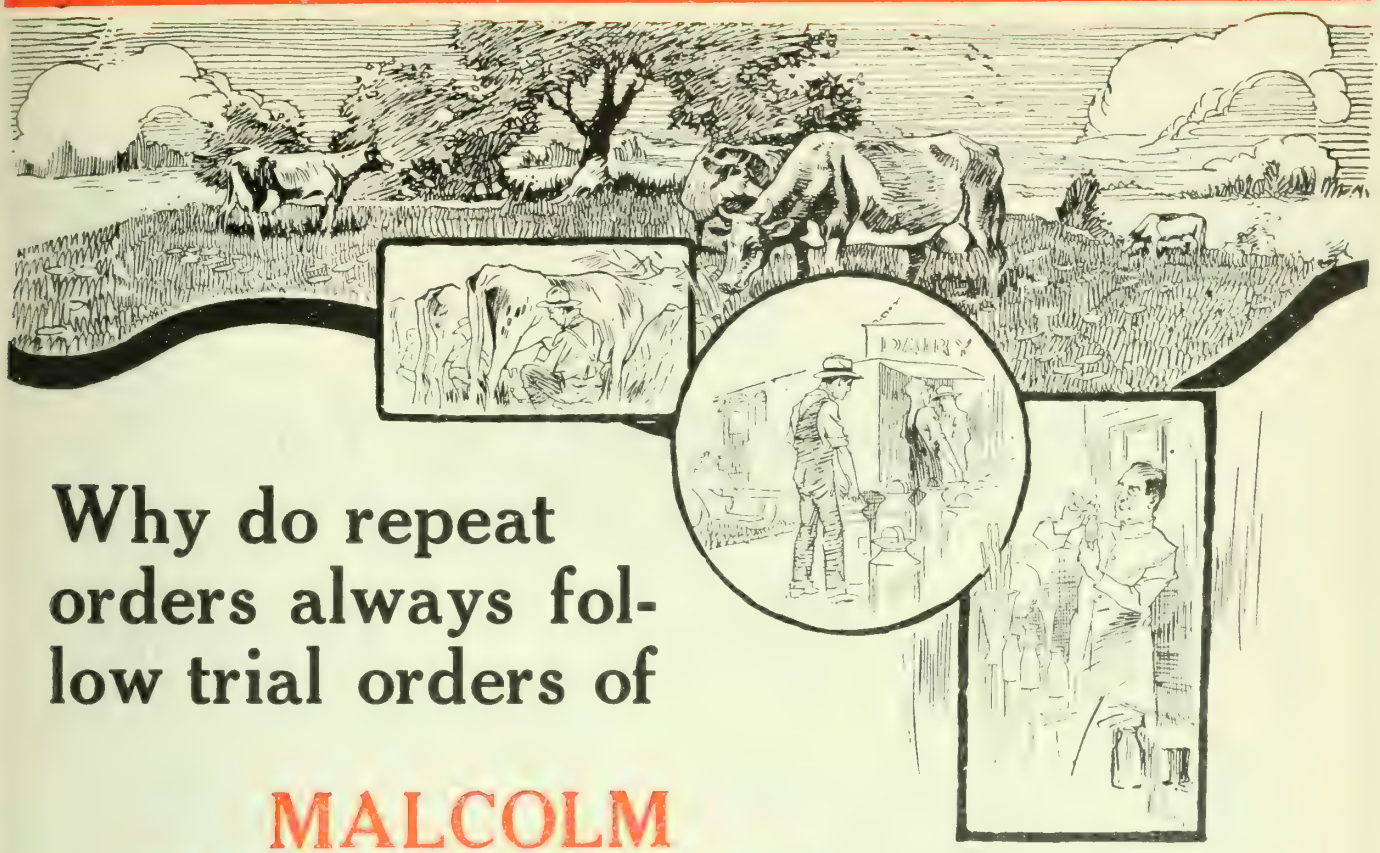
"They Taste Like Mother's Mince Pies"

G. J. HAMILTON & SONS

HEAD OFFICE and FACTORY

Baking Biscuits Since 1840

PICTOU, N.S.



Why do repeat orders always follow trial orders of

MALCOLM MILK PRODUCTS



Because every can of **Malcolm's** is processed from rich, pure creamy milk under the most hygienic surveillance and they're guaranteed to be fresh, absolutely pure and sanitarily clean.

The milk used in the preparation of **Malcolm** lines is obtained from one of the finest dairying districts in Canada from regularly inspected herds of sleek, healthy cows. It is then analyzed at our dairies and scientifically processed and securely sealed in the well-known **Malcolm** containers.

If you've never before sold **Malcolm** rapid-selling lines it will pay you to try a sample order. Remember we pay freight on 5-case lots or over up to 50 cents per 100 pounds.

The Malcolm Condensing Company, Limited

ST. GEORGE :: ONTARIO

Hudon Hébert & Co.

Limited

Wholesale Grocers
and
Wine Merchants

18 De Bresoles Street
Montreal
Que.







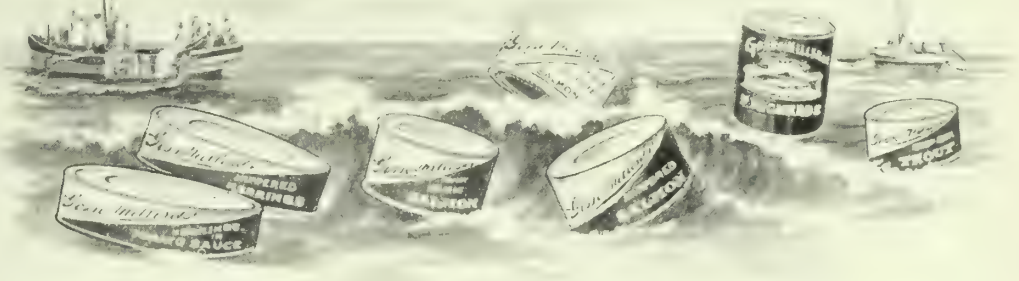
Gosse-Millerd

QUALITY SERVICE VARIETY

GOSSE-MILLERD PACKING CO.

LIMITED

OCEAN PRODUCTS



VANCOUVER, CANADA

The Ocean's Best



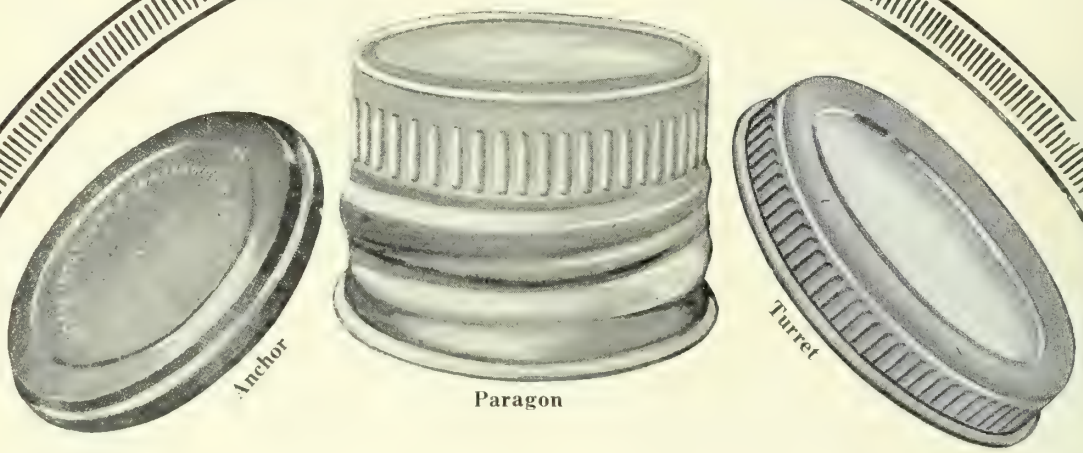




Anchor Caps

Prevent leakage and spoilage

Retain "full-flavor" and freshness



Every Food Packer needs one or all of these three caps, each one of them the best for its own particular service, and all made with the same skill and care.

Anchor Caps, mechanically sealed and absolutely air tight, for products from which the air must be absolutely excluded. The purest product is often the most easily spoiled by contamination. Goods sealed under Anchor Caps are unaffected by their surroundings, and retain their full flavor indefinitely.

Packers of Catsup or Chili Sauce realize the necessity of a service seal for their goods after being opened, and the Paragon Screw Cap offers an absolutely satisfactory seal for this purpose.

For Candy, Pickles and many other lines, an air-tight cap, though preferable, is not absolutely necessary, while ability to reseal the jar many times until finally emptied, is a great advantage. Turret Caps are made to take Standard Quick Thread Jars, and, owing to their construction, will not only give a much tighter seal than any other, but also offer no chance for rough edges or rusting.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

Wallace Ave. **TORONTO**

Champagne de Pomme



Made from the Juice of Canadian Apples

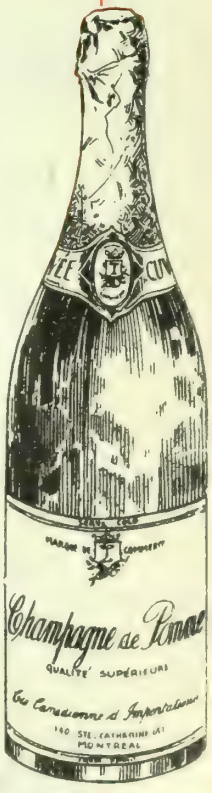
....a big seller

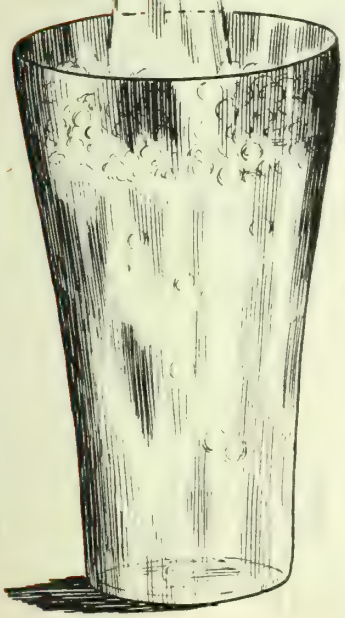
Here is a delicious beverage that will make just as big a hit with **your** customers as it has done wherever it has been introduced.

Champagne de Pomme is a delightful thirst-quenching beverage that is just as healthful as it is refreshing. It is made from juice of the finest Canadian apples and can be sold in all parts of Canada without a license.

Try a sample order of Champagne de Pomme. You'll find it will always repeat. Packed 2 doz. and 4 doz. to the case.

$13.00 per case of 2 doz. F.O.B. Montreal.





CIE. CANADIENNE D'IMPORTATIONS

P. DAOUST, SELLING AGENT, 140 ST. CATHERINE ST. EAST, MONTREAL

Grocers and Dealers
of Ontario and Quebec Provinces

Are you interested in purchasing the following lines:

Groceries Dried Fruits Molasses

Sugar Teas

Potatoes Peas Beans

Barley Hay Oats

Seed Grains Flour Feeds

We can supply the above products at reasonable prices. Situated as we are in a rich Agricultural District places us in a position to GUARANTEE QUICK DELIVERY

Carload Lots our Specialty

Now is the time to lay in your Fall and Winter Stock.

SEND US YOUR ORDERS AND ENQUIRIES.

Get our prices before placing orders elsewhere.

Jos. Ward Co., Ltd.
Youville Square, Montreal

Display APROL

THE SWEET OIL OF PERSICA

Prominently—it will help your Sales Efforts



Prominently displayed APROL will mean a great help in your efforts to make profitable sales, because it is just good enough for its particular purposes to be desired by the most discriminating housewives.

After a trial, your customers will, we feel sure, have continued confidence in the efficiency of APROL.

A pure and wholesome vegetable product of delightful flavor and aroma, pressed from the ripe kernels of apricots and peaches. It is highly digestible—makes delicious salads and fries beautifully, producing fritters, croquettes and doughnuts of the most tempting golden brown.

W. J. Bush & Co. (Canada)
LIMITED

National City, California **Montreal, Que.** **Toronto, Ontario**



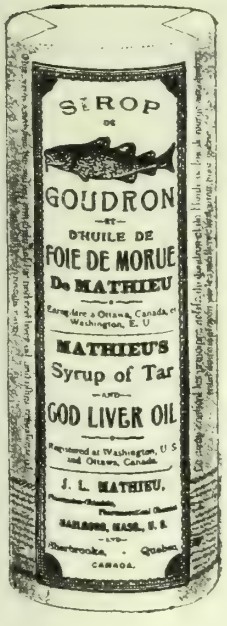
A Quick Seller— A Sure Repeater

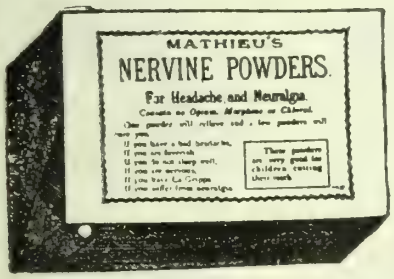
Bowes Mincemeat has the quality, flavor and purity that mean the greatest success in mince-pie-making for your customers. It will pay you to get in a good stock of this popular line right away and keep it well to the front. When filling your order,—either direct to us or through your jobber—we will send you our beautiful colored show card, a small, black-and-white reproduction of which is shown above. Hang this in a conspicuous place and it will greatly help your sales—it links up your store with the advertising we are carrying in the women's and national magazines, and also reminds them that the mince-pie season is at hand.

The Bowes Company, Limited

Corner Church and Wellington Streets, Toronto







Two safe and efficient remedies every grocer should stock—

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

Here is a remarkably good seller that has earned a national reputation for its efficiency in the treatment of coughs, colds, la grippe, etc. It not only cures obstinate colds, etc., but it also has a tonic effect on the system. It's up to you, Mr. Merchant, to bring the merits of this effective remedy before your customers, because every satisfied user will be a booster for your store.

MATHIEU'S NERVINE POWDERS

A harmless preparation of the purest ingredients that is unequalled in the treatment of headaches, neuralgia, nervousness, etc. Contains absolutely no harmful drugs and, like every one of the other members of the **Mathieu family,** it has won confidence and satisfaction wherever sold.

J. L. MATHIEU COMPANY

SHERBROOKE *PROPRIETORS* QUEBEC

Special Announcement

For the benefit of some who have not been made acquainted with the fact, we wish to announce that *Canadian Maple Products, Ltd.*, has purchased the firm of Maples, Ltd., and is now a distinctly separate company.

We are now manufacturing nothing but a quality first line of products and are prepared to guarantee to the trade that all products of this company are exactly as represented. We want every wholesaler, retailer and clerk to be able to stand back of our Grocery and Confectionery lines. To bring about this desired result, our goods must meet Government standard regulations. You can absolutely depend on this, for we will take back all goods put up under our name, past or present, that are not satisfactory.

What better proposition can you get? Everything we produce is made from the choicest materials, and in a wholesomely-clean and bright factory.

In future announcements we will deal with our various lines specifically. Watch for these.

Canadian Maple Products
Limited
250 Van Horne Street, TORONTO


CHOICEST CATCHES
SPEEDY DELIVERY
Try
HATTON'S SERVICE
—the next time you replenish your fish stock and you'll be more than pleased not only with the high quality of the Fish and Oysters we supply but also with the speed with which we fill your requirements.
You can always depend on Hatton's Service—our reputation for sterling "quality-giving," "fair price" and "square dealing" dates back to the year 1874. Just try our service next time—we know you'll like it.
Watch out for the National Fish Day
D. Hatton Company
MONTREAL
Established 1874
ALWAYS FRESH
SPLENDID PROFITS
CASH

Two Dependable Sellers

STEADY, profitable repeaters such as these two are worthy of a prominent place in your displays. Their cleansing qualities are unexcelled and their purity makes them absolutely non-injurious to the most delicate fabrics. For general satisfaction and profit you cannot recommend two more reliable products than



Crystal Soap Chips

...the soap that spells repeats....

Here is a wash-day favorite that always pleases because it is always pure.

Wonderful Soap leaves the daintiest fabrics soft and snowy white with the minimum of rubbing, washes quickly and makes bleaching unnecessary. You'll find it a big seller.

...makes customers say "The best I've ever used"

A popular form of soap that washes quickly and makes thick, creamy lather in the shortest time. Like **Wonderful Soap** they are absolutely pure and the snowy white condition in which they leave fabrics always wins satisfaction.

Keep these two **Wonderful** Sellers prominently displayed.

The Guelph Soap Co.

Guelph, Ontario



THE reputation that we have earned amongst the thousands of Grocers we have satisfactorily served during the last forty-one years, gives ample testimony to the character of our organization and to the high standard quality of the lines we carry.

We maintain a large and comprehensive stock at all times of the highest quality lines, and no matter how small or large your order may be we are especially equipped to handle it with the greatest despatch.

S. J. Major, Limited

WHOLESALE GROCERS

Ottawa - - Canada

Founded in 1879



You can always depend on

"Pride of Canada" Maple Syrup

When you recommend it to your customers you can tell them that **the Government report guaranteed "Pride of Canada" to be absolutely pure and unadulterated Maple Syrup** and that it is made under the most hygienic conditions in strict accordance with Canada's Pure Food Laws.

When your customers ask for a maple syrup for pancakes, etc., this fall and winter, fill their orders with **"Pride of Canada"** and you'll always be sure of satisfaction and worthwhile profits at the same time. Order from your wholesaler or direct from our representatives listed below.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Offices: 58 Wellington St. W., Montreal, Canada

Two "ROYAL" Business Getters

"Royal" Salad Dressing

—a popular Fall and Winter seller of unusual excellence that you can depend on to turn initial orders into steady repeats. You can guarantee its superb flavor and goodness to the last drop.

"Royal" Mayonnaise

Another high-grade, active seller that is worthy of a most prominent place in your displays. Both these "Royal" lines are so remarkably good—so rich and piquant that they transform the simplest salads to mouth-watering delights. Let your customers know you sell them—their popularity will do the rest.



THE HORTON-CATO MANUFACTURING CO.
WINDSOR, CANADA

Recommend Beecham's Pills

because this famous remedy has made good for over sixty years relieving Sick Headache, Constipation, Indigestion, Biliousness, Kidney and Liver Troubles;—it is the largest advertised of any medicine in the world and enjoys the largest sale of any medicine in the world. This all means quick turnover and good profits for you.

The Largest Sale of any Medicine in the World



The satisfied customer is a steady customer, and steady customers mean regular profits. Get the point? Put Beecham's Pills on your push list to-day! **Free Materials for your Store!** We will be pleased to send you on request Beecham's Help to Scholars, Oracles, Window Display, Decalcomania, Almanacs and Show Cards.

Harold F. Ritchie & Co., Inc.
Sole Agents
Toronto, Ont. **Canada**

All Colors--All the Time

THAT'S SUNSET

22 FAST COLORS

Pink, Old Rose, Scarlet, Cardinal, Wine, Sand, Yellow, Orange, Light Brown, Dark Brown, Light Blue, Old Blue, Navy, Black, Gray, Taupe, Heliotrope, Purple, Light Green, Dark Green, Mustard, U. S. Olive Drab (Khaki).

We can ship all orders promptly—you need never disappoint a customer by being "out" of Black, Navy Blue or any of the 22 Sunset Colors. Every cake of Sunset sold means many repeats—keep your stock up—don't miss a sale.

ASK YOUR JOBBER

When you get low on any Sunset Colors, order at once through your jobber. He can complete your line promptly because he can get all colors from us without any delay whatever. If, however, you have any trouble in having your order filled, write direct to us—we will be glad to see that you get **any Sunset Colors** you need immediately.

Ask your jobber for prices and discounts, or write to

HAROLD F. RITCHIE & CO., Ltd., Toronto, Canada
Manufactured by
NORTH AMERICAN DYE CORPORATION, LTD., Toronto, Canada

SUNSET DISPLAY CASE

Sunset Soap Dyes are packed 1 gross assorted in the attractive Display Case, without extra charge, **when requested.** Insist upon having your first order packed in this way, which keeps Sunset before your trade all the time.

Sunset Soap Dyes

The REAL Dye



The flour that always makes good

Brodie's XXX

Self-Raising

Complete customer-satisfaction follows every sale of *Brodie's XXX Self-Raising Flour* just as sure as day follows night and the many thousands of Canadian grocers who are handling this incomparable flour, judging by the orders we have received, have found it a repeater of the highest calibre.

Suggest it to your customers for making light, wholesome muffins, biscuits, cakes, pancakes, etc. The excellent results it produces will invariably win praise and steady, profitable repeats. Fall ushers in the Pancake Season and a good *Brodie's Flour* display coupled with a little influential suggestion on your part will produce results that will surprise you. Why not try it?

BRODIE & HARVIE, LIMITED, Montreal

.....talking about service and high quality grocery lines—



You'll find it hard, Mr. Grocer, to equal the type of service we will give you. The sterling quality of our lines, along with their reasonable and fair prices, make it most pleasant and profitable to deal with us, and our long established reputation is your guarantee of a **SQUARE DEAL.**

We have excellent warehouse and storage facilities, sidings on all railroad lines entering Ottawa, and we are specially equipped to fill your orders, large or small, with the greatest care and promptness.

Sole Agents for These Famous Firms :

Amieux Frères, France. Packers of only high-class goods unequalled in the world, such as Patés de Foie Gras, Galantines, Truffles, Sardines, Mushrooms, Peas, Haricots, etc.

Caisson Brocard, Nice, France. Pure Olive Oil.

C. Ferrier & Cie, Marseilles. "Le Chat" Pure Castile Soap.

Hotchkiss Glass Jar, California. Canned Fruits and Vegetables.

We are now ready to deliver many lines from the above agencies.
Ask for our prices—they will interest you.

L. H. MAJOR & J. SOUBLIERE, LIMITED

Wholesale Grocers

160 NICHOLAS ST. (P.O. BOX 145), OTTAWA, ONTARIO

Phone Rideau 25 and 26



MARSH'S

. . real "all-year" sellers . . . . . .

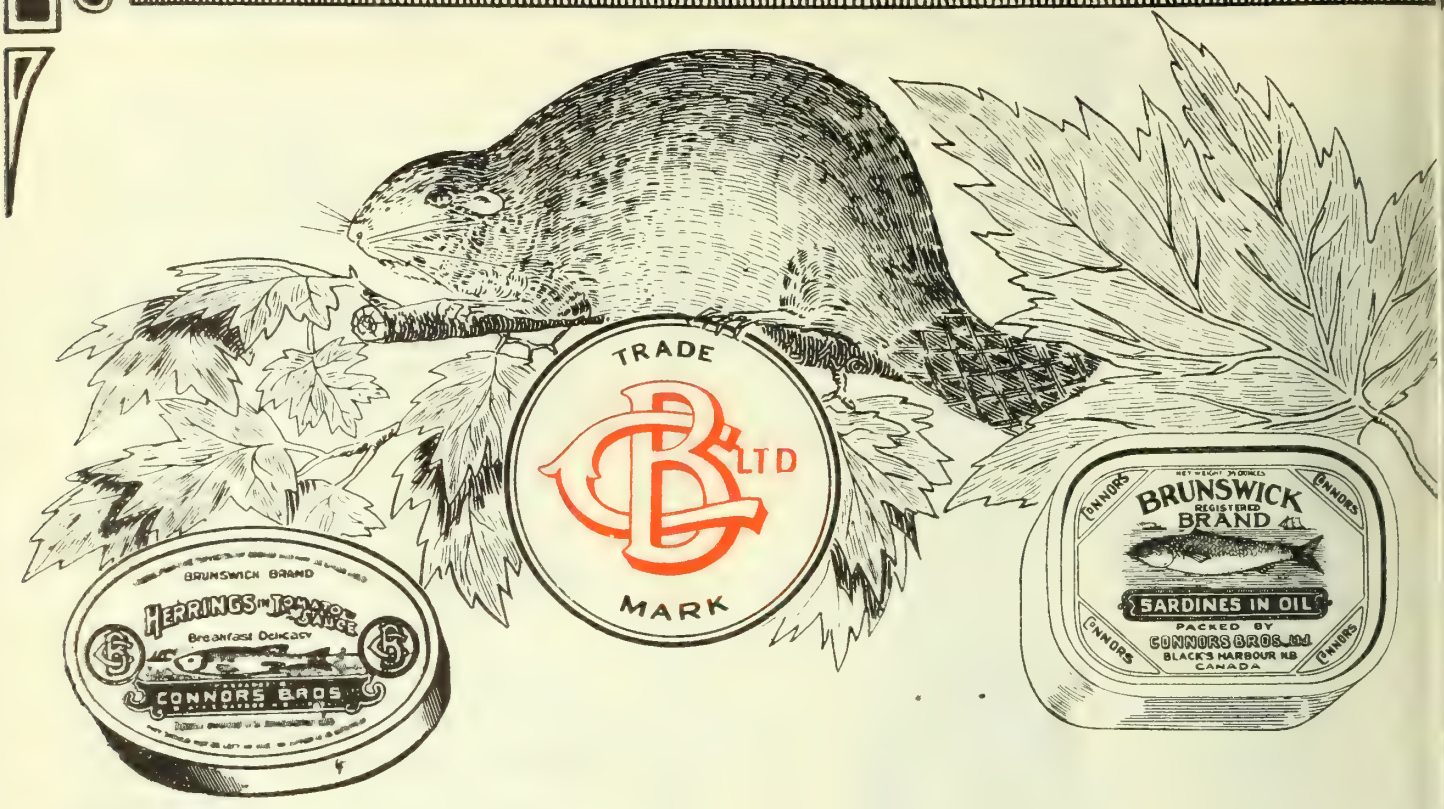
Many retail grocers have found that a little judicious display of **MARSH'S GRAPE JUICE** and **MARSH'S UNFERMENTED WINES** during the winter months has brought them surprising results.

Try Marsh's Unfermented Port, Black Cherry Wine and Raspberry Vinegar for the Christmas trade.

The Marsh Grape Juice Company

Niagara Falls, Ontario

Agents for Ontario, Quebec and Maritime Provinces: THE MACLAREN IMPERIAL CHEESE CO., Limited, Toronto and Montreal



Canada's

Brunswick Brand
Sea Foods

have won an enviable reputation throughout Canada for *quality, reasonable price* and *exceptional flavor.*

It has taken years of concentrated effort to perfect *Brunswick Brand Fish Foods* and it is this perfection in processing and packing that guarantees steady, profitable repeat sales and 100% customer-satisfaction wherever they are introduced.

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Winnipeg Representative:
Chas. Duncan & Son, Winnipeg, Man.



Finest

¼ Oil Sardines
Finnan Haddies
Kippered Herring
Clams
¼ Mustard Sardines
(Oval and round tins)
Herring in Tomato Sauce

Brunswick Brand Sea Products are put up in attractively labelled tins and are prepared in our own Canadian plant (one of the finest on the Atlantic Coast), so situated that we never fail to secure the very choicest pick of the season's catches.

The *Brunswick* lines will appeal in a big way to European and other foreign trade because of their remarkable flavor and purity and through our

Ideal Location and Unequalled Fishing Facilities

(On the sea coast a short distance from the port of St. John), we are enabled to offer importers remarkably good service and quick shipments.

Write for particulars.

Connors Bros., Limited

BLACK'S HARBOR, N.B.

40 Million

BIGGER and broader-backed than ever is the country-spanning advertising campaign on SUNSWEET this year. Through full color pages [such as those now looming up in the dominant magazines of the country] we will reach not less than 40,000,000 readers—men and women who represent the very backbone of America's consumer-public.

How many of these 40,000,000 readers will look *your* way? How much of their money will tinkle into *your* cash register? How much of this great advertising influence will be felt over *your* counter? That depends on you!

You're going to have the biggest dried fruit year you've ever had—that's certain! And SUNSWEET is going to be a bigger advertised feature than ever before. That's why it is to your profit-advantage to link your store with this powerful program of publicity that is making SUNSWEET a national buy-word.

Prepare to get your share of this demand by ordering from your jobber and write us for dealer-helps and advertising material.

CALIFORNIA PRUNE AND APRICOT GROWERS INC'
5478 Market St' San Jose, Cal.
10,000 *grower-members*



Canadian Representatives :
SAINSBURY BROS.
Offices : Toronto Montreal
Winnipeg Vancouver Halifax

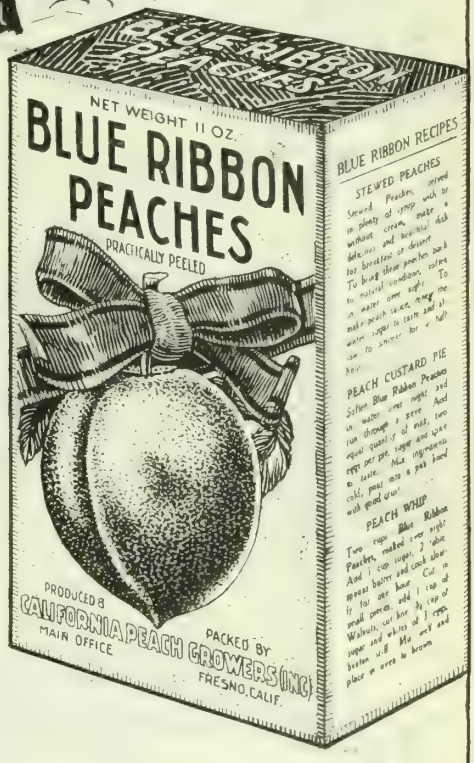
SUNSWEET

CALIFORNIA'S NATURE-FLAVORED PRUNES & APRICOTS

It was quite the thing to ride in Stage Coaches once



but-those were the days when dried peaches were sold in Bulk



THE old gives way to the new. The automobile takes the place of stage coaches. Fruits and foods are sold in packages instead of in bulk. The up-to-date merchant, always eager to please his customers, sells dried peaches in packages because he can offer them in a clean, sanitary form different from ordinary dried peaches in that the fuzz and much of the peeling has been removed by a thorough washing and brushing process, which leaves the fruit bright in color and attractive, as well as wholesome and economical.

Give your customers dried peaches in packages under the Blue Ribbon Brand

CALIFORNIA PEACH GROWERS INC.
MAIN OFFICE, FRESNO, CALIFORNIA · OVER 6500 MEMBERS

Save 5% Shrinkage

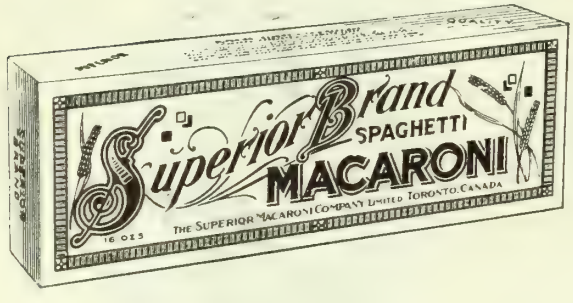
There is a five per cent shrinkage in bulk fruit exposed in an open box. You save this shrinkage if you buy dried peaches in packages and you save time, string, labor and bags.

You will add to your profits and please your customers better by selling package goods.

Superior Macaroni

for your Fall and Winter displays







Superior Brand Macaroni is an ideal line to feature in your Fall and Winter displays because it is so nourishing, wholesome and economical. It will help your customers conserve meat by enabling them to make hundreds of dainty and healthful cold weather dishes from left-over meats, salads, etc.

Superior Macaroni is made **clean** in a new, sanitary, modern plant from the finest Canadian grown **hard** wheat by Italian Macaroni experts. It will not sour, possesses a beautiful natural golden color, with no specks or spots, and because it has thin walls it cooks quickly and retains its shape and color.

It will pay you to get up a window display of **Superior Brand Macaroni** regularly, using display cards with headings such as these:—

Superior Macaroni
saves your Meat Bills

A healthful, wholesome
Winter Food

Baked Macaroni and Cheese
is fine for the Kiddies

Be sure you say **Superior Brand** next time you order. Its flavor will make repeats the rule.

SELLING AGENTS FOR CANADA:

SAINSBURY BROS.

TORONTO

VANCOUVER, B.C. 134 Abbott St. | WINNIPEG, MAN. 510 Confederation Bldg. | MONTREAL 116 St. Nicholas Bldg. | HALIFAX 223 Hollis St.

The Superior Macaroni Co., Ltd.

Toronto, Ont.

Here's One Way To Sell More LIQUID VENEER



LIQUID VENEER MOP

Famous for its removable swab, which slips from frame like a curtain from a rod, easy to wash, dry and slip back on frame.

Also noted for the full, fluffy yarn center which picks up and carries away vast quantities of dust and dirt. This is an exclusive feature and a wonderful improvement.

Treated with Liquid Veneer, it makes your floors RIVAL YOUR PIANO in cleanliness and brightness.

CHAMPION OF THE WORLD

Supply your customers with a few Liquid Veneer Mops, without question the finest, quickest-selling mop ever offered. It sells on sight. Its *5 Big New Features* appeal to every housewife.

Every user of a Liquid Veneer Mop will immediately become a bigger buyer of Liquid Veneer. It takes more Liquid Veneer to clean and polish a floor. So, every mop you sell puts you in line for increased Liquid Veneer business, and you know the extra large profit there is in Liquid Veneer for you.

Each mop packed in beautiful lithographed metal can, a distinctly handsome, salable package. Retails for $2.50 each, complete with long 54" handle. Advertised heavily in leading Canadian publications.



Ask about the Liquid Veneer Mop Assortment, just the thing to make a trial with and a *big profit-payer.*

BUFFALO SPECIALTY CO.
BUFFALO, N.Y.
BRIDGEBURG, CANADA

MADE IN CANADA



A Sure Way To Bring the Delicious Flavor of "Sealshipt Oysters"

Fresh from the Sea To the Consumer

"Sealshipt Oysters" in glass jars are your "Oyster Insurance" —you can rely upon their purity just as you can rely upon the purity of certified milk; they bring a tang of salt air and salt water all the way from the Ocean to the Consumer's table, sealed airtight in sanitary glass jars.

Remember! Refrigeration is necessary with these Sealshipt Oysters, in glass jars, as they are put up without the use of any preservative. They *must not* be displayed as you would display canned goods or other bottled goods.

Sealshipt Oysters

In Glass Jars

These glass jars contain slightly less than a pint. You have a known profit, with complete satisfaction to your customer and the maximum of convenience. Only the very choicest of Northern grown oysters are contained in these glass jars.

Connecticut Oyster Co., Ltd.

CANADA'S EXCLUSIVE OYSTER HOUSE

50 Jarvis St. TORONTO

Important Notice

New Season's California Fruits are now arriving, and we wish to announce that we will have a full assortment comprising the following brands:

Sun Maid Seeded and Seedless Raisins, Pansy Brand Seedless, Daphne Brand Seeded, Bleached Sultanas, Spanish Valencia Raisins, Blue Ribbon Peaches, Flag Brand Fancy Peel, Orange, Lemon and Citron. Apricots, Peaches, and Pears in 25 lb. Boxes, Greek Currants, Bulldog Brand in Bulk and packages. Californian Prunes in 25 lb. Boxes, 20/30 to 100/120. Dromedary Dates and Cocoanut, Excelsior Dates, Bulk Dates and Figs. Shelled Almonds, Valencia and Jordan, French Bordeaux Walnuts.

We also carry a full line of **Singapore and Hawaiian Pineapple,** and other Californian Canned Fruits. Best brands only.

We strongly advise you to consult us for prices before buying, and would advise you to book early, owing to the unprecedented demand so that you may have these goods in time for your Christmas trade.

Canadian Packing Co., Limited

Wholesale Grocers *Produce Merchants* *Importers of Dried Fruits*

44 Nicholas St. **Ottawa, Ont.**

MADE IN CANADA--
BETTER STILL--MADE IN ONTARIO
BEST OF ALL--MADE BY CANADIANS

"Canada's Finest"









Two Sure-repeaters

"SWEETHEART" Coffee

Made right in London

A superb blend of the world's finest coffee beans, picked from matured mountain-grown trees. These beans are carefully roasted in special ovens that retain every particle of the aroma and are then sealed in attractive air-tight containers. You can always depend on satisfaction and repeat orders if you fill your customers' coffee requirements with **Sweetheart Brand.**

"SWEETHEART" Peanut Butter

Made from the "Sweetheart" of the Nut

This high-grade, popular Peanut Butter is made from the finest Selected Peanuts, blended on a scientifically determined basis that guarantees uniformity of texture and the finest in flavor and nutriment. You'll find it a leader in its line. Write for our prices on Sweetheart Baking Powder, Mustard, Spices, etc.

I X L SPICE & COFFEE MILLS, LIMITED
LONDON, ONT.

KLIM



A Message to the Public

Carry the same message to your customers.

When the recipe includes milk, use Klim—pure separated milk. For cakes, pies, and all cooked dishes, KLIM gives that delicious genuine milk flavor.

KLIM is all the good part of pure pasteurized separated milk, dried and in power form. In the drying process, only the water is removed from the liquid separated milk. This is replaced to make liquid KLIM.

Klim will not sour nor spoil in the tin. It remains fresh and sweet until the last particle is used. One pound makes four quarts of liquid.

One great advantage in using KLIM is that you spoon the dry powder out of the tin and dissolve it in water by briskly whipping for a moment just whenever you need it for cooking, baking, tea, coffee, or cocoa, etc.

Thousands of housewives always have KLIM on hand, because they find it convenient and economical to use; and because it is genuine body-building food—every particle of it.

KLIM is packed in blue-and-white striped half-pound, pound, and ten pound tins. You can create a ready demand for all three sizes if you will remember these facts and tell your customers. Order from your wholesaler.

CANADIAN MILK PRODUCTS LIMITED

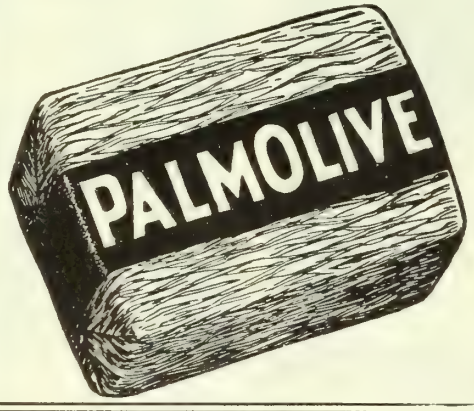
10-12 St. Patrick St., TORONTO

81 Prince William St., ST. JOHN | 319 Craig St. W., MONTREAL | 132 James Ave. E., WINNIPEG

British Columbia Distributors: Kirkland & Rose, 132 Water St., Vancouver

Why PALMOLIVE is the Best Seller

Any wholesale grocer's salesman will tell you how Palmolive sales are growing, with new customers constantly added. These new friends are made by the Palmolive advertisements which dominate space wherever magazines and newspapers are read.



And new users are held by Palmolive quality. Those who use Palmolive never return to any other soap.

Wholesale grocers' salesmen know what an enormous demand exists for Palmolive. They travel from town to town and know how Palmolive leads everywhere. And they like to sell it because it makes bigger profits for wholesaler and retailer by its rapid turnover.

"Ask any wholesale grocer's salesman"

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO, ONTARIO

One thing there's no substitute for—

ENO'S FRUIT SALT

For FIFTY Years the Guardian of Good Health in Every Good Home



There is only one "Fruit Salt" on the market, Eno's—yet during the war-forced shortage, many dealers—in an honest endeavor to satisfy their customers' needs—tried to sell supposedly similar products, which hurt their trade and reputation for quality.

Fortunately, most wise wholesalers appreciated the fact that Eno's Fruit Salt was *the* great seller, and when they could get it they pushed its sale.

But war shortages are over and most live wholesalers and 90% of the retailers have ample stocks for their winter trade.

Don't let *your* stock get low. The public demands its supply of the best selling proprietary in Canada.

Prepared only by
J. C. ENO, Limited, "Fruit Salt" Works, LONDON, England

Sole Agents:
HAROLD F. RITCHIE & CO., Limited
New York TORONTO Sydney





.... the Jams you can depend on to win steady repeats ....

Your customers know that the name Stuart on a pail or jar of jam is a guarantee of a better article. Experience has taught them that the best is the cheapest; experimenting with unknown goods is an expensive proposition for them—and also for you, Mr. Grocer.

While jam prices are of necessity at a fairly high level, the majority of home canners find that they cannot put down jam of "Stuart" quality any cheaper than they can buy this delicious conserve.

Stuart's Jams

are really home-made jams prepared on a larger scale. Display this product in your windows and on your counters—your customers will find it hard to resist.



STUART LIMITED

SARNIA, ONT.

ESTABLISHED 150 YEARS

1770 1920

By Royal Appointment



1770

The NEW Shoe Polish
with the fine OLD name

DAY & MARTIN

(Day & Martin, Ltd., London.)

"The House with a History."



1920

Write for sample and prices of Day & Martin's Wax Shoe Polish in the tin with the tab to—

HARGREAVES (BROS.) CANADA, LTD.,
24, Wellington Street West,
TORONTO

SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples, prices and supplies to:—

F. W. KENDRICK & CO.
313 Carter Cotton Buildings, Vancouver
or
HUGHES & CO.
109 Place d'Youville, Montreal

DOG MEAT FIBRINE CAKES

Spratt's Patent Limited
24-5 Fenchurch Street, London, E. C. 3, England



'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J.W. Gorham & Co.

MINCE MEATS

READY FOR DELIVERY

WETHEY'S

Standard	Mince Meat
Extra Standard	do.
Ready-to-Use	do.
Home Made	do.

Our CONDENSED MINCE MEAT is procurable at all times.

Order from your jobber.

J. H. WETHEY, LIMITED

ST. CATHARINES, ONT.

H.P. SAUCE

Good for Customers—Good for You

H.P. Sauce is such capital value, and we spare no pains to acquaint the public with this fact. It is in big and constantly growing demand, and offers you a generous profit—that's why it is certainly the same for you.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.



REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them

OCEAN BLUE

In Squares and Bags

Order from Your Wholesaler.

HARGREAVES (CANADA) Limited

The Gray Building, 24 and 26 Wellington St. W., Toronto

Crampton's Pepper

Stone-ground
(Sold only in dainty tins.)

FINE FLAVOUR



RICH AROMA

This is the genuine, old-fashioned Stone-Ground Pepper of the highest quality.
It is packed in a distinctive and very attractive manner for the household in three sizes of tins. Small, dainty tins with dredger tops, holding about 1 oz.—a most popular size; also large tins with plain tops, holding 2 oz. and 4 oz. It is an easily handled commodity, with a quick and ready sale. Address your inquiry to your usual wholesaler or direct to

JOHN CRAMPTON & CO., Ltd.
Spice Millers and Packers
MANCHESTER ENGLAND
Estd. 1849

SEASON 1920

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our "OLD ENGLISH XMAS PUDDINGS, AND MINCEMEAT," packed in tins and basins.

SILVER MEDAL CREAM STILTON CHEESE

Agent for Plum Puddings and Mincemeat:
ANDREW PATTISON, 224, St. James St., Room 24 MONTREAL

Agent for Stiltons:
A. C. CHAPMAN, 93, Durocher St. MONTREAL

TUXFORD & NEPHEWS, Melton Mowbray, ENGLAND

Quality in every Can



Beaver Brand

Mackerel Lobster Finnan Haddie

Clams Lobster Paste Chicken

Blueberries

also

All Kinds of Sea Food on hand

Salmon Sardines Kippered Herring

Herrings in T. S. Oysters, Etc.

All these goods are of the Highest Quality and can be recommended to your most particular customers.

Order your supply now from your wholesaler.

J. W. WINDSOR, LTD.

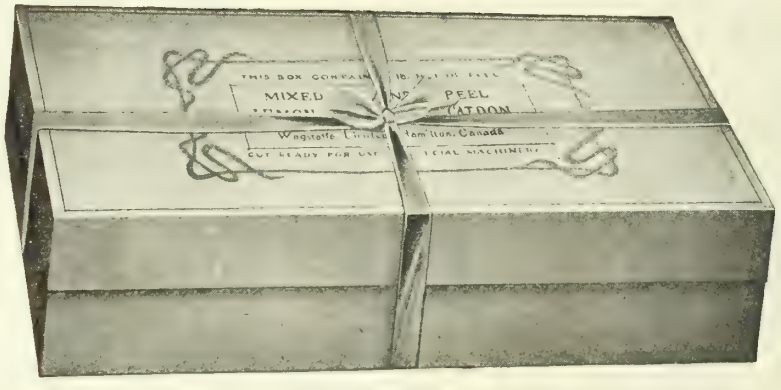
MONTREAL

WAGSTAFFE'S

Candied Peels

(Lemon, Orange, and Citron)

Now Ready for Delivery



They are equal to the best British make, are far superior in flavor and color to Imported American Peels. Mr. Retailer, insist on getting WAGSTAFFE'S PEELS, they are CANADIAN—no better made.

Order From Your Wholesale Grocer

WAGSTAFFE, LIMITED

PURE FOOD PRESERVERS

HAMILTON - CANADA

ROYAL ACADIA SUGAR

EVERY GRAIN PURE CANE

WORDS like "Best and Highest Quality" may be used rightly or wrongly in describing any article or product.

It is nothing to say **Royal Acadia Sugar** is the best sugar, but it is something to know of its good quality through daily use

For Every Sweetening Purpose

Your own and your customers' best interests are served in selling this popular brand, known everywhere as

Canada's Favourite Sugar

in 2 and 5 lb. cartons
10, 20 and 100 lb. bags

ACADIA SUGAR REFINING COMPANY LIMITED

MONTREAL HALIFAX

Executive and Sales Offices:
103 Notre Dame St. West
Montreal



The House That Som-Mor Built

THIS is the new home of the North-West Biscuit Co., Ltd., Edmonton, Alberta. When completed and in full operation it will be the second largest exclusive biscuit factory in Canada.

Every detail has been given attention in making it the most modern factory in the West, both from point of production as well as convenience and sanitation.

It is of fireproof construction throughout, and as an extra precaution a concrete stair well extends the full height of the building, as well as an outside fire escape. The building will be provided with cafeteria, and a rest room in which will be a library and first aid appliances. Shower baths are provided for both male and female help, and a laundry will be in operation which will provide clean working garments daily. All working floors are so built that they will be scrubbed and flushed down daily, or as required.

The machinery throughout the plant will be direct driven, eliminating all belts and shafting—a dangerous thing in any factory.

A plot of ground 120 x 500 feet provides ample space for the factory, as well as out-door recreation grounds.

The house that Som-Mor built is truly a modern factory and a home for a modern biscuit—The Biscuit in the Striped Package.

North-West Biscuit Co., Ltd.

Edmonton - Alberta

Regina Saskatoon Calgary Vancouver



Here is the finest milk on earth in powder form.

Prepare for the winter shortage.

Every housewife should have a reserve besides her regular supply for baking.

Order from any reputable wholesaler.

THE DRIMILK CO., LTD.

Toronto -- Ontario

Furnivall's FINE FRUIT PURE JAM

. . . the kind that brings customers back smiling.



Furnivall's Jams and Marmalades are made from pure cane sugar and selected, full-flavored, highest quality fruit.

They are prepared by expert Canadian jam makers in a modern hygienic plant in the *special Furnivall way* that gives them their characteristic, delicious, home-made flavor.

Many families could not afford to put down their usual quantities of preserves this year, so look over your stock and place your order now for Furnivall's, the jam "that brings customers back smiling."

FURNIVALL-NEW
Limited
Hamilton - Canada

AGENTS **The City of Ottawa, Quebec and the Lower Provinces with the exception of Cape Breton:** Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Toronto:** C. H. Grainger & Co., 406 Parliament St. **Manitoba:** Norman & Screaton, Scott Block, Winnipeg, Man. **Northern Ontario:** E. A. Cuff, North Bay. **Hamilton:** J. T. Price & Co., 35 Mary St., Hamilton, Ont. **Cape Breton Island, N.S.:** O. N. Mann, Sydney, N.S. **Saskatoon:** Gilbert Stroyan, Saskatoon, Sask. **Newfoundland:** E. J. Godden, St. John's, Newfoundland.

TECO
PANCAKE FLOUR

Is a safe proposition for you.
—The high Standard in quality.
—The unique feature—Buttermilk.
—The Buttermilk does it—it's in the flour.
—The simplicity of handling.
—The uniform goodness of the cakes puts it in a class by itself.
The first taste tells why—
The series of advertisements in leading Daily papers similar to the following will help you to sell it—

LADIES

You Can Earn From $2.00 to $20.00 an Hour
right in your own home working at your favorite occupation.

TECO COMPANY, Limited
Makers of

TECO
SELF-RISING
PANCAKE FLOUR



Teco Pancake Flour is different from any other Pancake flour you ever tasted. It is wholesome, satisfying, and has a nutritious value which doctors and hospital matrons have been quick to recognize as a vitalizing and sustaining delicacy which they could serve with safety.

The Buttermilk Does It
(IT'S IN THE FLOUR)

are offering such useful household articles as a Sellers Kitchen Cabinet, a double fireless Cooker, a Baking Cabinet Table and many other prizes, or if you prefer they will give the equivalent of any one of them in Cash for

The Best New Recipe

Hundreds of their Customers who have found Teco Pancakes to be most delicious and satisfying have also discovered that a small portion of Teco Flour added to any Standard Flour greatly improves the flavor and tastefulness of their Gems, Muffins, Cookies and other appetizing delicacies.

Ask your Grocer for a leaflet giving full particulars.

TECO COMPANY, Limited
BELLEVILLE, - ONTARIO

Call the attention of your Customers to this Campaign and see that they are supplied with a Competition blank.

It will please them and help you

TECO COMPANY, LIMITED
BELLEVILLE - ONTARIO

"Saltesea" Oysters

We are the ORIGINAL packers of oysters in glass, giving the trade a clean, sanitary package. Our name is on every jar, guaranteeing quality. If you are not already one of our pleased customers, write for prices and see what a profitable line this is for you to handle.



Oceanic Oyster Co. of Canada,

MONTREAL Limited

Send Your Orders in Early

For the Fall and Winter Trade

From now on your customers will be buying their necessities for Christmas baking—make sure your stock is complete with

VICTORIA BRAND

Only the Choicest and Best Goods Packed under This Brand

Dried Fruits
Spices
Extracts
Shelled Nuts

Canned Fruits
Canned Vegetables
Imported Fruits
Dried Fancy Peels

Molasses and Syrups

Rush Your Orders by Mail or Wire

Goods Shipped Same Day as Order Received

Laporte Martin Limitee

Wholesale Grocers and Wine Merchants

MONTREAL, QUE.



Barbados Extra Fancy Molasses

INSIST UPON HAVING THE BEST
IT IS NOT THE BEST UNLESS IT IS

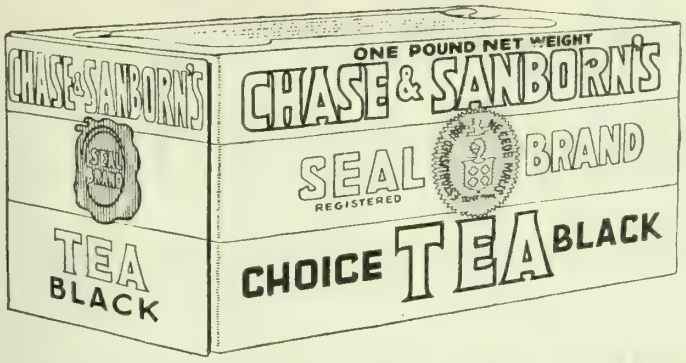
Da Costa & Co.'s Brand

This is the purest quality that can possibly be made, and this, combined with rigid selection, makes it the best molasses that can be obtained from any part of the world.

REMEMBER, IT COSTS NO MORE THAN OTHER BRANDS.

PUNCHEONS BARRELS HALF BARRELS

Order Through Your Wholesaler



And Now

Chase and Sanborn's



HIGH GRADE TEAS



For years the name "Chase & Sanborn" has stood for all that is best in Coffee. From now on, it will also represent the best in Tea.

The "Chase & Sanborn" packages contain only the most carefully selected leaves, and by careful and up-to-date handling and packing all of the original fullness and freshness of flavor are preserved.

These Teas will bring the teacup back for a second filling and your customers back to you. They will delight old tea drinkers and make new tea drinkers. It will be to your advantage to connect with these lines.

CHASE & SANBORN MONTREAL

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST. : : : : MONTREAL, P.Q.



NUGGET BROOMS

The Best Repeaters in Canada

The photograph above shows the clean stock of all "Nugget" Brooms not only on the outside, but right through to the centre. No seeds, no stems are visible.

Is Your Broom Business Steadily Growing?

Have you checked up your business in brooms this year? It may surprise you to find that some competitor must have been cutting into your broom trade.

This may be due to the line you are carrying.

Women are shrewd buyers of brooms. They select a broom of good appearance—but it must be light in weight, with carefully selected and trimmed stock securely bound. They have learned by experience that a quality broom is the most economical in point of service.

Study the Line You Are Carrying

"Keystone" Brooms are the biggest repeaters on the market. A new system of sorting and grading corn enables us now to absolutely guarantee a uniformity in quality never before equalled in the making of brooms.

There are eight famous brooms made under the Keystone Brand—the "Nugget," "Patricia," "Klondike," "Elgin," "Evangeline," "Jubilee," "Great West" and "Sterling."

Don't lose this profitable business in brooms. Send for a sample shipment of the Keystone brand to-day.

KEYSTONE BRAND

Stevens-Hepner Company, Limited, Port Elgin, Ontario

JAMS
MARMALADES
PEELS



John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd.. Toronto

Flour Helps Your Turnover



Sell flour. Flour alone is little use as food. Nobody eats flour alone, but flour is the principal ingredient in most of the dishes served on the table at meal-time. When you sell flour, therefore, you have the first chance to sell all these other lines that help flour to make bread, biscuits, buns, pies, pastry, puddings, sauces, soups, gravies, etc., etc.

PURITY FLOUR

is good for bread or pastry and home-baking in general. But it needs the help of many other items among the goods you sell. That's why you should push the sale of it.

Western Canada Flour Mills Co., Limited

Head Office - TORONTO

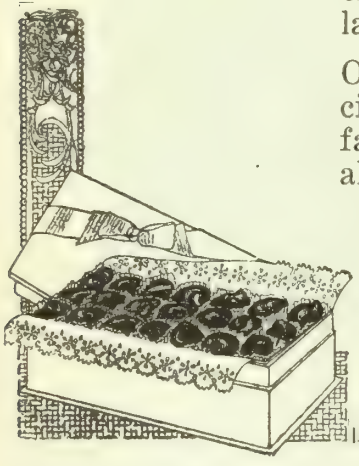
BRANCHES AT :

Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg, Goderich, Ottawa, Montreal, St. John

Select "Nobility" *for* Your Christmas Leader

Our principal brand **Nobility Chocolates,** "Worthy of the Name," and "Glendale," our other make, are all of a high grade and worthy of your highest recommendation. There will be a big Christmas demand this year. There is nothing more appreciated by guests than a dish of well-made chocolates, sometimes served with nuts, etc.

Our bulk chocolates and pan candies are also delicious and should be suggested to complete a satisfactory order. They are something the kiddies always delight in.



Nobility Chocolates Co., Limited

ST. THOMAS, ONTARIO

During The Season For Colds Display Chamberlain's Cough Remedy



You can always depend on Chamberlain Remedies as efficient, trustworthy lines to handle—all are active sellers.

At this season, when a great many colds are traveling around, and some of which may lead to worse, you should recommend a real remedy — Chamberlain's Cough Remedy.

We also make other dependable medicines, such as Chamberlain's Stomach and Liver Tablets.

Write us for a price list of these peerless remedies. You will find them all consistent sellers.

Chamberlain Medicine Co., Limited

TORONTO, ONT.

ESCOFFIER

Sauces, Pickles. etc. — The Acme of Perfection

Sauce Robert for all Meats

Sauce Diable for Fish

Sauce Melba for Sweets



Escoffier Pickles and Chutney (mango)

Escoffier Olive Oils and French Vinegars

Meat and Fish Pastes

Soup

ESCOFFIER LIMITED
6 Ridgmount St., London, W.C.1.
England

Sole Selling Representatives for Canada
ARGYLE BUTE INC.
Catherine St. West, Montreal

Manufacturers' Agent Wanted

to place

KIWI

The Quality Boot Polish

with all the wholesale distributing houses in the various provinces comprising the Dominion of Canada. Applicants are requested to submit fullest particulars including references, agencies at present held, class of goods sold and territory covered, to

The Kiwi Polish Coy. Pty. Ltd.
(Incorporated in Australia)
Church End, Finchley, London N.3, England



"Kiwi" Polish is made of the purest ingredients and possesses unrivalled qualities for polishing or staining leather. There are seven varieties of shade: Black, Tan, Patent Leather and Light Tan, Brown, Dark Tan and Ox Blood Stain Polish. It is not merely a polish, but a leather preservative and waterproof.



DIRECT  SHIPPERS

Field & Co

(F.M.) LTD.

40-42 KING WILLIAM STREET,
LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

There are plenty of fine fish in the sea, but the best of all Sardines are the

OBAYO REAL SARDINES

The Elite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

**BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS**

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:

FIELD & CO. (F.M.), Ltd.,
40-42 King William St., London, E.C. 4

Canadian Agents:
SAINSBURY BROS., Board of Trade Bldg., TORONTO, ONT.

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

TEA LEAD

(Best Incorrodible)

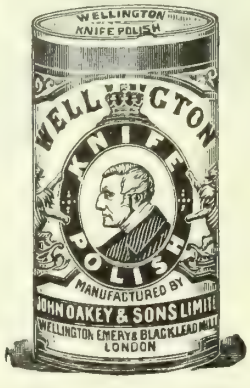
Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England

Canadian Agents: HUGH LAMBE & CO., TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1 Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East. Winnipeg
Sankey & Mason, 839 Beatty Street Vancouver.

"EX-OX"



For Strength and Health

Makes a Nourishing Meal for one cent a head ....

Feature it now in your Fall Displays

Ex-Ox is a wholesome and economical food extract prepared from "the strength of the ox." It is used and endorsed by public institutions and Government departments as an ideal food for invalids, growing children, brain workers, and workmen.

Now is the time to sell *Ex-Ox*. If you've never sold this splendid British-made product, try a sample order to-day—feature it in your displays and watch it repeat. The profit margin is remarkably good.

Grand Prize, Gold Medal, Legion of Honor, won by Ex-Ox, Paris, November, 1919; Brussels, February, 1920; Milan, May, 1920. Won at great international exhibitions open to all comers.

Write to-day and ask for our Special Offer.

Put up in tins, also cubes:
Two oz.
Four oz.
Eight oz.
Sixteen oz.

Wm. Pearson and Co.

12 Adelaide St. W. - - Toronto

ADEL. 6359

PURITY SALT

Is All That Its Name Implies



It is pure and made in the most sanitary and up-to-date Canadian plant. Put up in bags and cartons.

In all homes of good taste housewives appreciate a pure, **free flowing** table salt such as **"Purity."**

The Fall and Winter seasons create a big demand for salt, so order your stock of **"Purity"** to-day.

The Western Salt Company,
LIMITED
COURTRIGHT, ONTARIO

Important Equipment and Fixture Directory

The section following is devoted to equipment, fixtures and accessories designed to help the merchant sell more goods, keep the store in a cleaner and a brighter condition, to save time in serving customers, to give customers their goods in a more attractive manner, etc.

Every store must have fixtures and equipment of some kind. Shelving, for instance, scales, etc., are absolute necessities. Every merchant is a believer in equipment and fixtures. The only point is as to how far each is prepared to go to develop his service to his customers and to reach out for more business.

In the pages following are to be found equipment announcements on the following lines:—

Refrigerators.
Patented Bin Fixtures.
Shelving.
Meat Slicers.
Account Register.
Coffee Grinders.
Cash Registers.
Paper Balers.
Show Cases.
Computing Scales, etc.
Self Measuring Oil Pumps.
Motor Trucks

This is a handy reference for merchants, and is one important reason why this fall and winter number of Canadian Grocer should be kept where it can be consulted when desired.

EUREKA
PATENTED

REFRIGERATORS

Let the Eureka Grocer's Refrigerator help you to sell your perishable goods.

The slightest suggestion of insanitary condition in the food that leaves your store may be the cause of ruining your business. Why not take out insurance against such a possibility by investing in the **"Eureka"** Refrigerator? It is an investment which declares immediate dividends.

Considered from the point of view of refrigeration, the patent cold, dry air circulation system in every **"Eureka"** ensures absolute protection of the food and prevention of any loss from spoilage.

Considered from the standpoint of display the big fact to be noted about the **"Eureka"** is that it is not a back shop refrigerator. It is constructed and finished to add to the attractiveness of your store and to display your perishable goods to the customer. Thus it becomes an efficient silent salesman.

Write for a Catalogue. We have a Eureka Refrigerator to suit you.

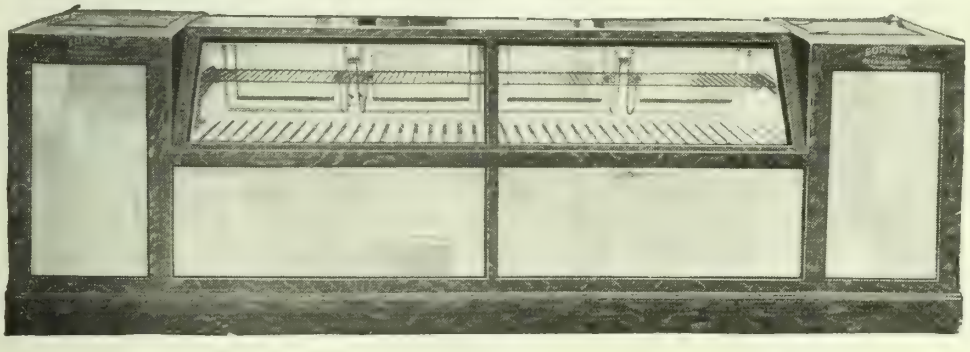


No. 15A EUREKA

Grocers' Refrigerator

One of Our Most Popular Designs

The Eureka Freezer Counter Case



Over 1,000 of these cases in use.

We guarantee it to get below freezing point and stay there if necessary; to keep meats not only over night, but for weeks; that temperature can be regulated; that our case will maintain a perfectly dry atmosphere at all times; a one-year guarantee to replace any defective material; that we will to any responsible party put one in on trial for 30 days.

Model 105. Size 40 in. by 36 in. by 10, 12, 14, 16 and 18 feet lengths.

Upper division for display. Lower compartment for storage. Handsome oak case, wax finish, with Vitrolite panels. Heavily insulated, therefore economical in use of ice and salt.

Write for Literature and Prices covering this and our other Models

Goods Well Displayed and Under Refrigeration All the Time

Eureka Refrigerator Company, Limited

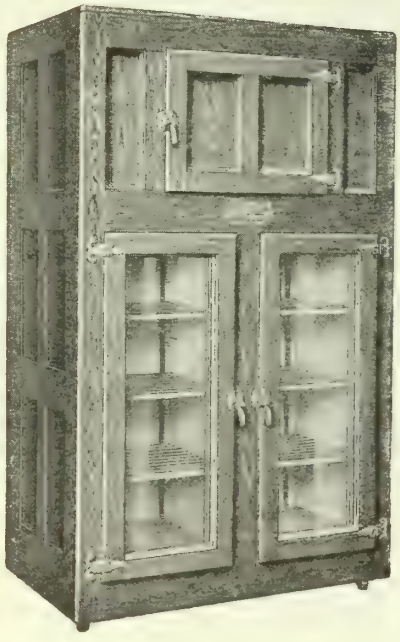
HEAD OFFICE: OWEN SOUND

Branches: TORONTO, HAMILTON, MONTREAL, HALIFAX

Freeman's

For Grocers

Best by Test the World Over



Freeman's Butcher's Refrigerator

Is your refrigerator a liability or an asset? Does it keep fresh every scrap of meat placed in it, or is there avoidable wastage? By actual test it has been proven that a Freeman Refrigerator uses less ice per cubic foot than any other refrigerator working under similar conditions. We build refrigerators to any size or style. Every Box is equipped with Freeman Cold Storage Doors fitted with Spring Steel Hinges and Patent Fasteners.

Write for our latest catalogue.

Freeman's Electrical Driven Meat Choppers and Coffee Grinders

STYLE NO. 42-42

This outfit is designed for merchants who handle Groceries and Meat. It is a Counter Type. A great many of our customers are setting this on their expensive counters, such as marble top, opalite top, and also glass top counters.

CAPACITY

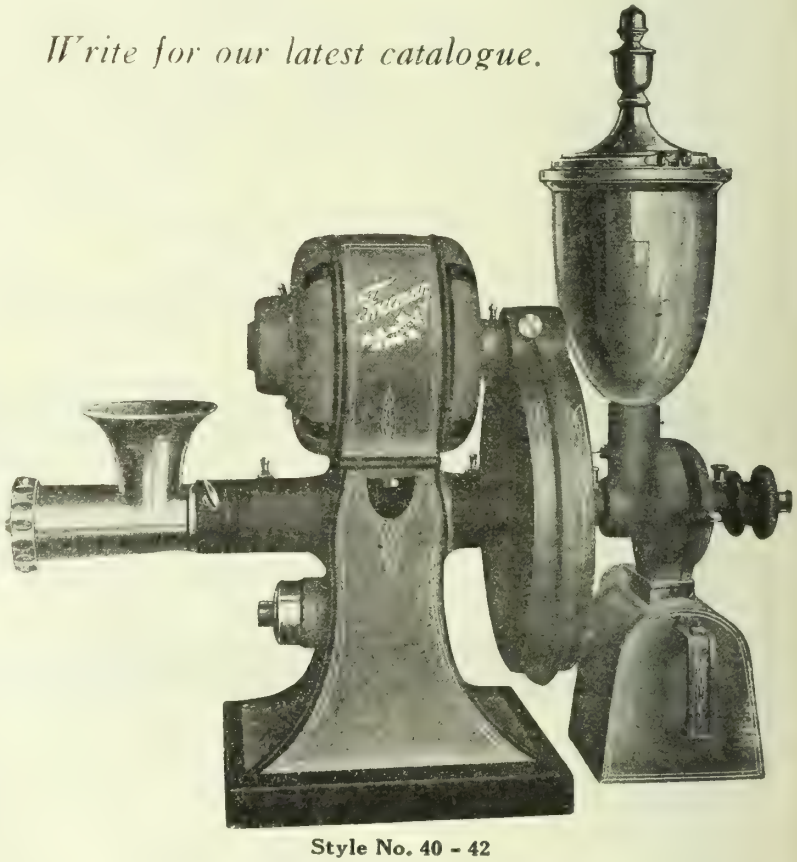
First cutting, through a ⅜-inch plate, about 400 lbs. of pork per hour; about 6 lbs. of granulated coffee or about ½ to ¾ lb. pulverized coffee per minute.

KNIVES, PLATES AND BURRS

We furnish 4 plates and 4 knives and either one set of Coffee Grinding Plates or Pulverizing Plates.

This is a highly finished machine, strong and full provision made for adjustments. All parts made standard and interchangeable and an ideal piece of mechanism.

Write for particulars.



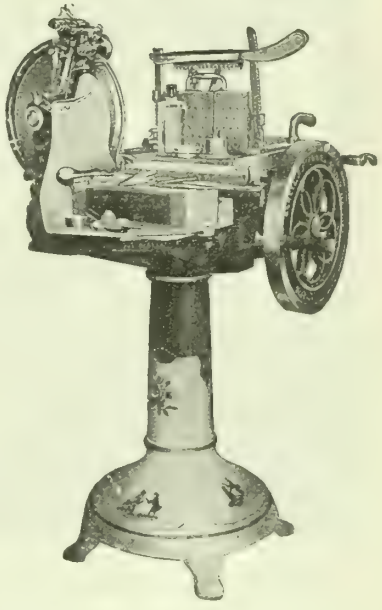
Style No. 40 - 42

W. A. Freeman

Hamilton,

Equipment
and Butchers

Best by Test the World Over



The Dominion Slicer is an entirely new type of slicing machine. Because of its mechanical perfection and hygienic design, it produces clean-cut slices with perfect ease, and has always a beautiful, clean appearance. The entire surface where meat is placed is made of reinforced Porcelain. In addition separate Porcelain Trays are supplied. A distinct innovation is the Automatic Grinder. In an instant all mechanism can be disengaged while the knife is sharpened.

Hardened Steel Parts, Special Spiral Gears, Bronze Brushings, Automatic Feed Stop, Quick Release and Return of Table, and many other patented features mark the Dominion Slicer from the ordinary.

Send for Catalogue giving detailed information.



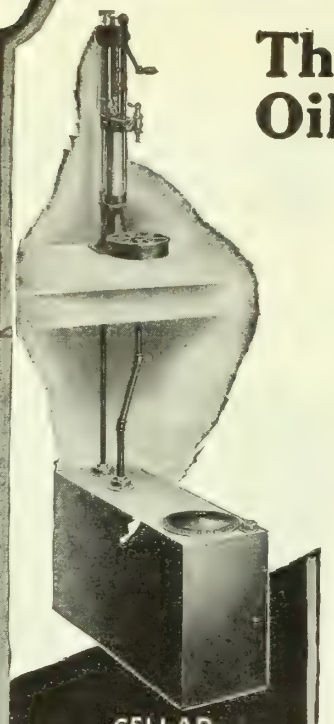
Display Counters

Our line of Display Counters and Glass Cases embrace every style and size used in the Grocery and Butcher Trade. Glass Cases give the most effective displays known, making your store more attractive, bringing you more sales.

Let us quote you on your requirements.

We also supply Wrapping Paper, Paper Bags, Twine, Skewers, Flour, Spices, Cutlery and Machinery of all kinds.

Company, Limited
Ontario



Think About Your Oil Room

Think of the many minutes you lose in a day, handling gasoline and oil, minutes you could save by the use of up-to-date equipment.

Has each sale made actually paid you a profit, or have the profits gone glimmering, because of overmeasure, oil spilled or lost through leakage and evaporation and too much time spent in handling?

A

BOWSER ESTABLISHED 1885

OIL STORAGE OUTFIT

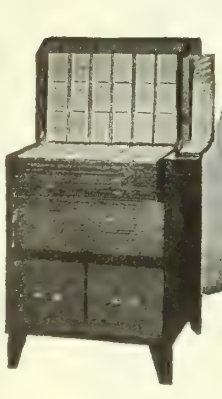
will put your oil business on a clean profitable basis. It is leak and evaporation proof, accurate, convenient, absolutely clean and attractive and a great time saver. It will sell more oil with less effort. No loss of any kind. No odor.

LET US SEND YOU LITERATURE
PROVING OUR CLAIMS

S. F. BOWSER CO., LIMITED

66-67 Fraser Ave. - - - TORONTO, ONT.

Sales Offices in All Centres *Representatives Everywhere*

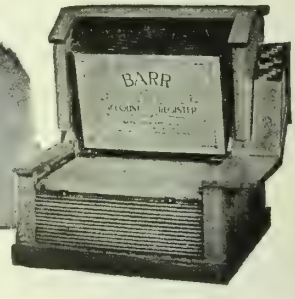


Barr Register

Limited

Manufacturers of

THE BARR ACCOUNT REGISTER



Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?

II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased.

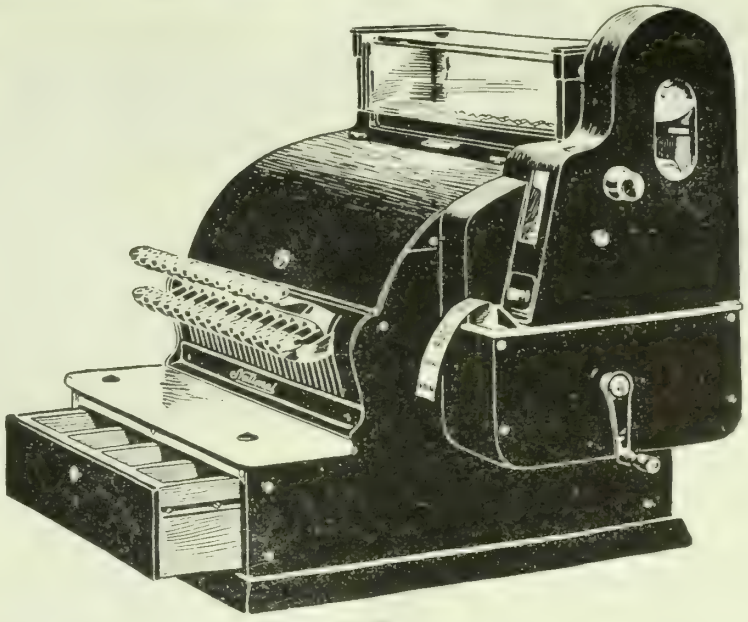
III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock.

IV. After 15 months to continue to give you this service for nothing as long as you remain in business.

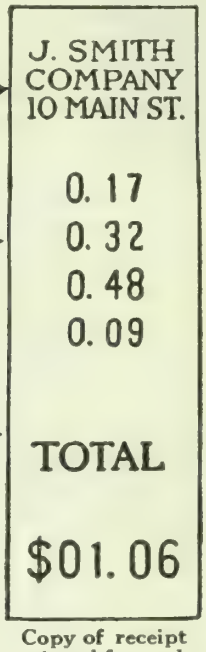
That is what the Barr Register will do. ***Write us and let us demonstrate.***

GEORGE LANE, Western Representative - 227-231 McDermot Avenue, Winnipeg, Man.

This machine does what no other receipt-printing cash register can do.



1. It prints the merchant's name.
2. It prints the price of each article.
3. It adds the items.
4. It prints the total of all items.
5. It retains added and printed records.



Copy of receipt printed for each customer

It also does other important things for merchants, clerks, and customers.

We make cash registers for every line of business

NATIONAL
CASH REGISTER CO.
OF CANADA LIMITED



By Staff Correspondent

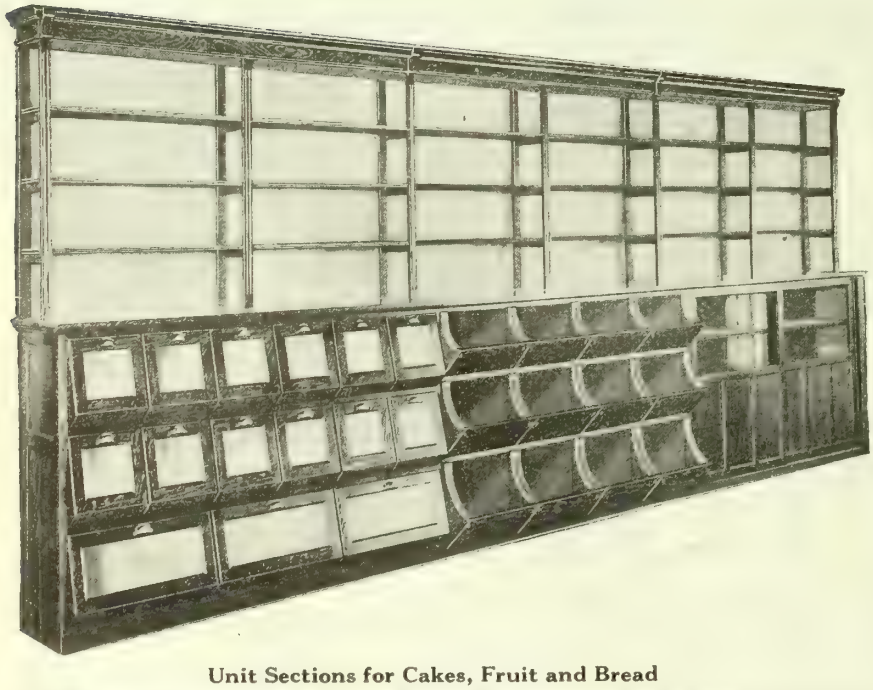
HALIFAX, Aug. 4.—A good example of merchandising progress in the Maritime Provinces, is afforded by the new store of Hopgood & Sons, Spring Garden Road, Halifax, which in appearance, arrangement and equipment is one of the most modern grocery stores to be found in Canada.

Counters, display cases, scales, lights, refrigerator, shelving, cash register, and accounting system, are all of the most up-to-the-minute models, and the careful arrangement of stock and equipment gives the store an enviable appearance of modernized prosperity. The big feature

No Waits Here

The Staff Correspondent saw only a modern-well-equipped store, but the Live Grocer sees Walker Patent Bin equipment, saving space, stock and time of the grocer, also Dayton Scales, which save stock and time for store staff and goodwill of customer.

This is Hopgoods second store, built to order and to a purpose. Get the habit, Save, Serve and Satisfy the discriminating trade.



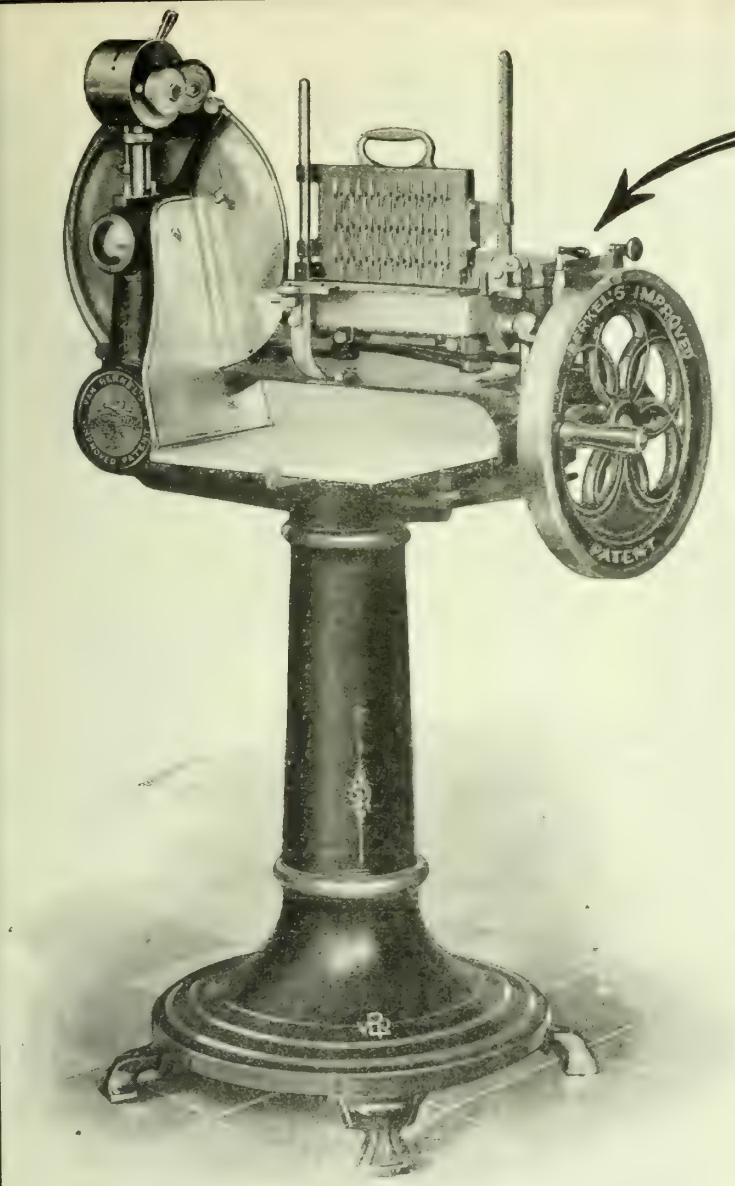
Unit Sections for Cakes, Fruit and Bread

Send floor plan and particulars for quotations from

The Walker Bin and Store Fixture Co.

LIMITED

KITCHENER, ONTARIO

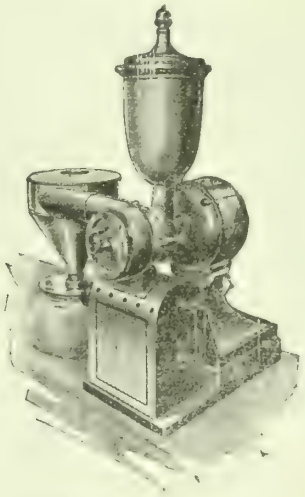


NEW MODEL
VAN BERKEL

THE WORLD'S BEST MEAT SLICER

From the standpoint of efficiency, durability and mechanical perfection the "new model" **Van Berkel "Patent" Slicing Machine** stands out head and shoulders in the "slicer world."

The **Van Berkel** possesses so many exclusive patented features not found on other slicers that it will pay you to thoroughly investigate this **Van Berkel** superiority before you buy. Write us to-day for detailed information and find out why the **Van Berkel** is the choice of Canada's finest provision and grocery stores.



HOBART

Electric Coffee Grinder

The cut on the right shows one of our many models of coffee grinders. This particular one grinds any grade and removes the chaff, leaving only the pure heart of the bean. You can buy your own bulk coffee, grind it as perfectly as the big coffee houses and make a greater profit on each pound you sell. Write for our catalogue and further information.

ELECTRIC
COFFEE MILLS
PEANUT BUTTER MAKERS
MEAT CHOPPERS
BONE GRINDERS
CAKE MIXERS
AND ACCESSORIES
ALL SIZES AND MODELS

The Hobart Manufacturing Company

149 Church Street, Toronto

WINNIPEG BRANCH:
Ryan Bros., 110 James East

VANCOUVER BRANCH:
424 Cordova Street West



KEATING'S POWDER

Necessary in Every Season

To keep houses, offices, factories and other buildings clean and sanitary, an all-the-year warfare must be waged. If it isn't one insect pest it's another. Keating's "gets" them all—

Flies	**Ants**	**Bugs**
Fleas	**Wasps**	**Cockroaches**
Mosquitoes	**Beetles**	**Moths**

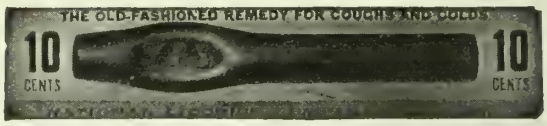
Recommend it to your customers, display it in your windows and on your counters. It will pay you handsomely.

Made by THOMAS KEATING, London, England
Established 1788

SOLE AGENTS FOR CANADA
HAROLD F. RITCHIE & CO., LIMITED
10 McCaul Street, TORONTO

Y & S STICK LICORICE

in 10c Cartons



Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company

MONTREAL

Catalogue and Price List on Application.

Little Selling Effort



will, we feel sure, be required for the selling of "Maroma" Salad Dressing. Its satisfying qualities as an aid to delicious fish and all kinds of meats, entrees has given it a first place for profitable returns.

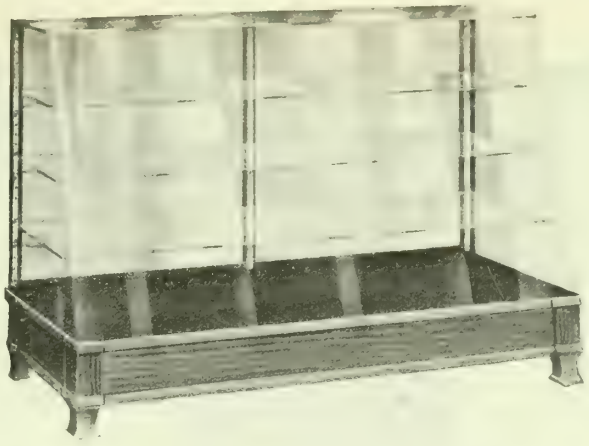
Our OLIVE BUTTER is also recognized as a brisk, steady seller and a daily prominent display should bring regular profits. Made from selected spices, Olives, Pimento and Malt Vinegar.

Sold and Manufactured by

E. W. Jeffress Limited
Walkerville, Canada
W. G. Patrick & Co., Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines



SHOW CASES



STORE FITTINGS

MERCHANTS

ONTARIO AND QUEBEC PROVINCES

Are you in need of up-to-date Store Fixtures, Showcases, Counters, etc. ? We can supply anything you need in above line. Satisfaction guaranteed. Write us.

MESSRS. CLEMENT MEUNIER & CIE

Maison Francaise Fondee en 1913 **190 Boulevard Pie IX, Montreal**

"B" BRAND SYRUPS: The Bouquet of the Real Fruit



Don't gamble on pleasing your customers with inferior "cheaper" goods. Sell "B" brand Beverages, Ciders, and E 16 Concentrated in 12 different flavors; Fruit Syrups in pints and quarts; a variety of flavors, coolers, etc.

Are you prepared to meet the demand of your customers with a true hot winter drink? **For tempting flavor and a lingering, refreshing hot drink in your confectionery store, nothing can be compared with "B" Brand Cognac Nectarine, Mulled Mirabelle, Arrack Lemon Punch, Rum Bergamot, Imperial "XXX," Strawberry High "B," Champagne Fruit Cup, Malaga Fondant Coffee, and Pineapple Punch.**

Give us a trial order. Sold by the gallon. We will be pleased to quote prices on application. Any confectionery store can sell our goods, although not having a soda fountain, all he needs is hot water.

Agents wanted in unrepresented territory.

"B" BRAND BEVERAGES, LTD.

Head Office : HALIFAX, N.S.

Branch Factory : ST. JOHN, N.B.

Exercise Careful Judgment When Marketing Goods



The House of Scott-Bathgate Co., Ltd.

stands out as a peerless marketing organization

Our enviable past record, our steady growth and development, and our long list of satisfied clients give ample testimony to the character of this energetic organization.

Unusual service, reliability, ample capital, 17 years' experience, a fully equipped organization, excellent storage facilities, and a staff of strong salesmen who look after the wholesale and retail trade—all these are behind your product the moment you enlist our services.

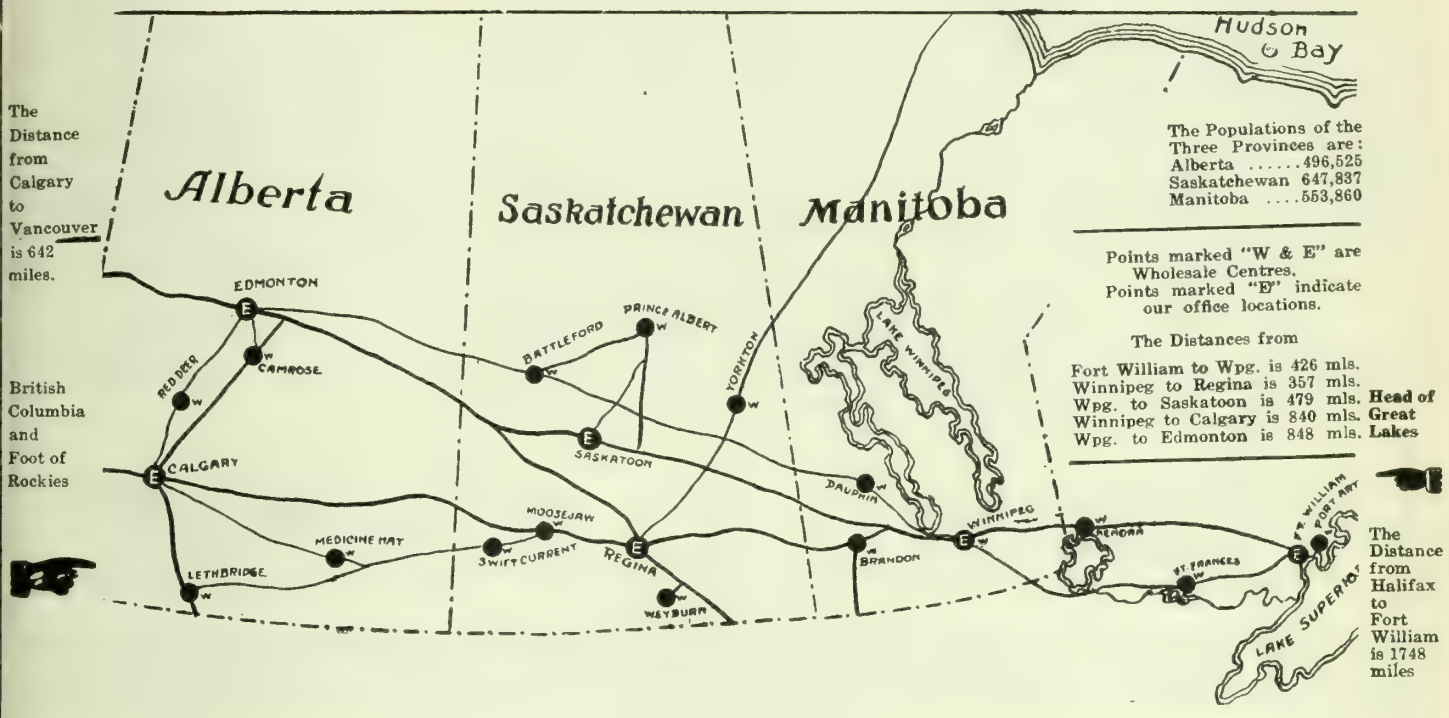
We have placed Christie's Biscuits and Robertson's Confectionery throughout the West and we can market your product with the same success.

Scott-Bathgate Co., Limited

Importers and Commission Merchants

149 Notre Dame Avenue East, Winnipeg

We Cover This Field



Do you want to sell your product in this rich territory? Do you want to have it introduced under the right auspices and pushed with all the vigor and resource that a wonderful selling organization can put behind it?

That's the kind of representation we offer you. We have six big houses covering this territory and are ready to give your product aggressive and intelligent representation, provided, of course, it doesn't clash with the lines we are now carrying.

Drop us a card and tell us about your line and we'll give you all particulars by return mail.

W. H. Escott Co., Ltd.

Manufacturers' Agents and Wholesale Grocery Brokers

WINNIPEG, FORT WILLIAM, REGINA, SASKATOON, CALGARY, EDMONTON

J. H. Wethey Limited
St. Catharines, Ont.
Jams, Jellies, Marmalades, Mincemeat, Etc.

Imperial Grain & Milling Co.
Vancouver, B.C.
Rice

Harry Hall & Co.
Vancouver, B.C.
Salmon, Etc.

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and by **service** we mean we give our principal's account **preferred attention** in every respect; **we** have a **sales organization** second to none; **exceptional warehouse accommodation** at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from a **broker.**

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We have the facilities for giving manufacturers first-class service.

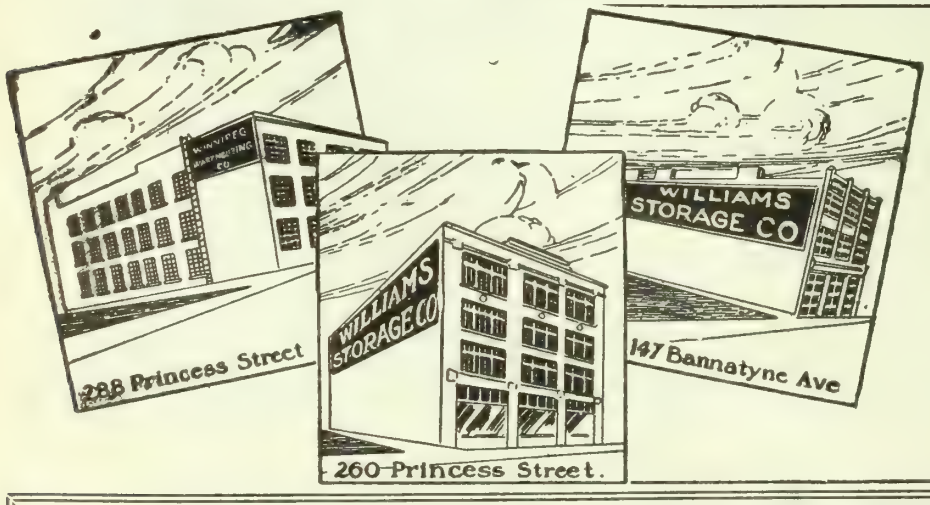
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Calling upon Wholesale and Retail Trade.
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Say you saw it in Canadian Grocer, it will identify you.

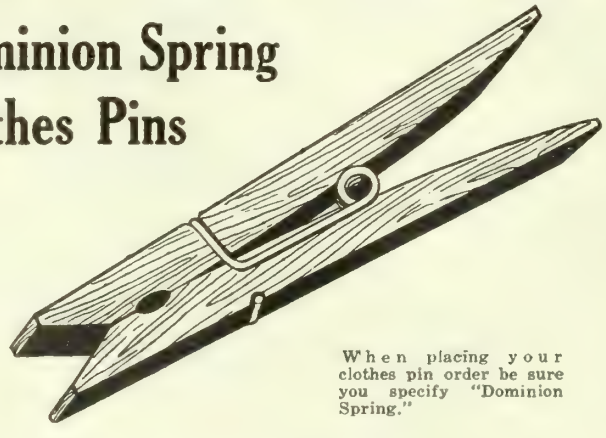
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Over 30 years in Business. Best References and Connections
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When placing your clothes pin order be sure you specify "Dominion Spring."

There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

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As a refreshing and satisfying beverage—it is a social requisite—a steady sale follows introduction

CHARLES GURD & COMPANY, LIMITED, MONTREAL

Like the karat mark on gold

WALLACE

on canned fish



Wallace's Kiltie Brand Pink

A virile, robust, Fighting Salmon, caught in deep salt water.

The flavor is distinctly superior.

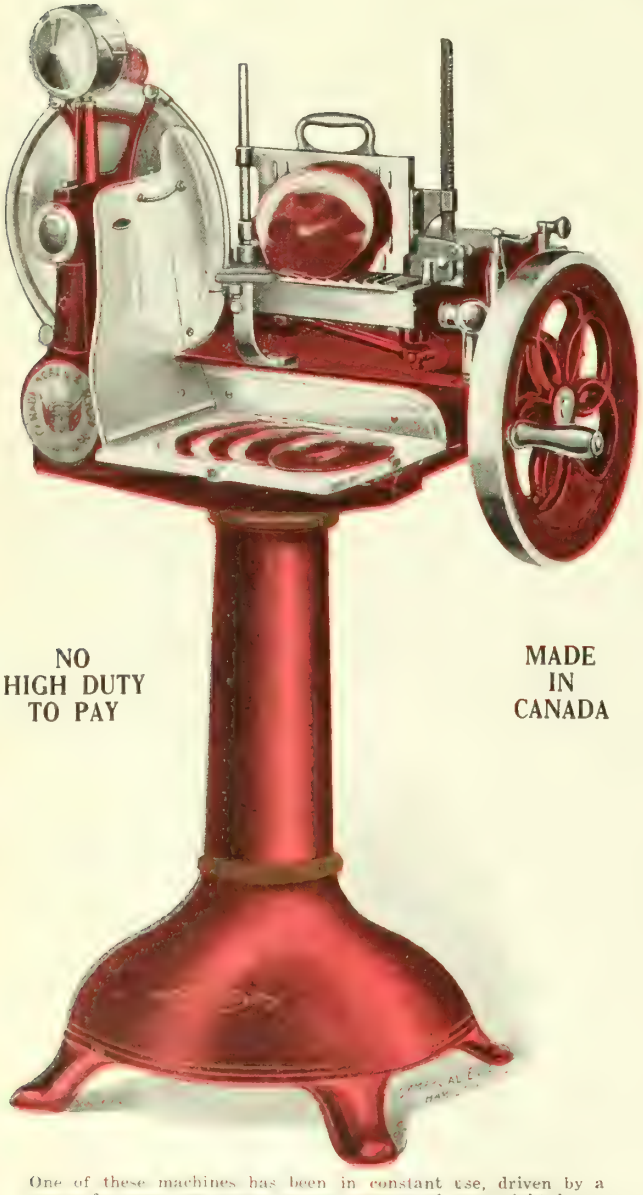
Wallace Herrings are carefully selected, thoroughly cleaned and washed, then cooked to perfection and made most delicious by the addition of pure tomato sauce. When you want your customers to have a real treat send them Wallace Herrings.



The WALLACE FISHERIES, Ltd., Vancouver

Free Offer, Open to Every Gr

The three pound Scale shown below is Full agate bearing and beau Will be given aw



NO HIGH DUTY TO PAY

MADE IN CANADA

One of these machines has been in constant use, driven by a motor for over two years, on an average of over eight hours daily, in the Meat Market of The Robert Simpson store, and they have just installed another.

If it will stand up to a test like this it will suit you.

Here's Why and How

We manufacture two Meat Slicing Machines, both leaders in their class. We can't improve in the quality but we think we can in the name. We have been selling the Red Machine as the Toronto Slicer and the Blue one as the Queen City. Some have bought inferior Slicers believing them to be ours. We have spent a lot of time and money bringing these machines up to the point of perfection and we can't afford to take any chance on any competitor trading on our reputation and we don't want any person to be misled into buying some other Slicer and find out their mistake when it is too late. We want you to suggest a distinctive name for each machine, a name that will be always coupled with the machine so that there will be no possible chance of a mistake.

To the person sending in the name that we decide to adopt, we will send, free, the Scale shown above.

Write us the name you suggest for each Slicer and sign your name and address clearly.

Thos. Ferguson
482 College St.
Toronto

The Canada Scale an

Bowmanville,

ocer and Butcher in Canada

perfect in design and workmanship, tifully finished in rich gold. ay absolutely free.



The Queen City

is finished only in azure blue and fitted with solid nickel silver trimmings, has the same ball bearing grinder and many of the special features that have made such a reputation for the Red Machine. The last slice attachment does not go with this machine but can be purchased as an extra.

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TELL US THE NAME.

The Toronto Slicer

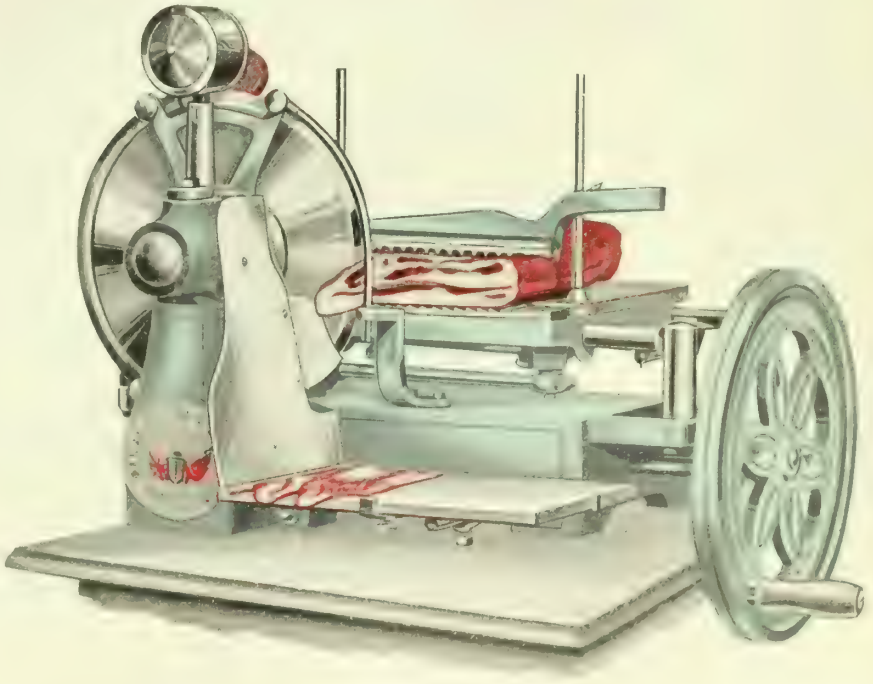
Finished only in rich red and fitted with solid Monel metal trimmings which will never tarnish or wear off.

S. K. F. Ball Bearings.

Ball Bearing Automatic Grinder.

The Last Slice Attachment and a Device for Removing the Rind.

What is the Name Going to Be?



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Established 1872

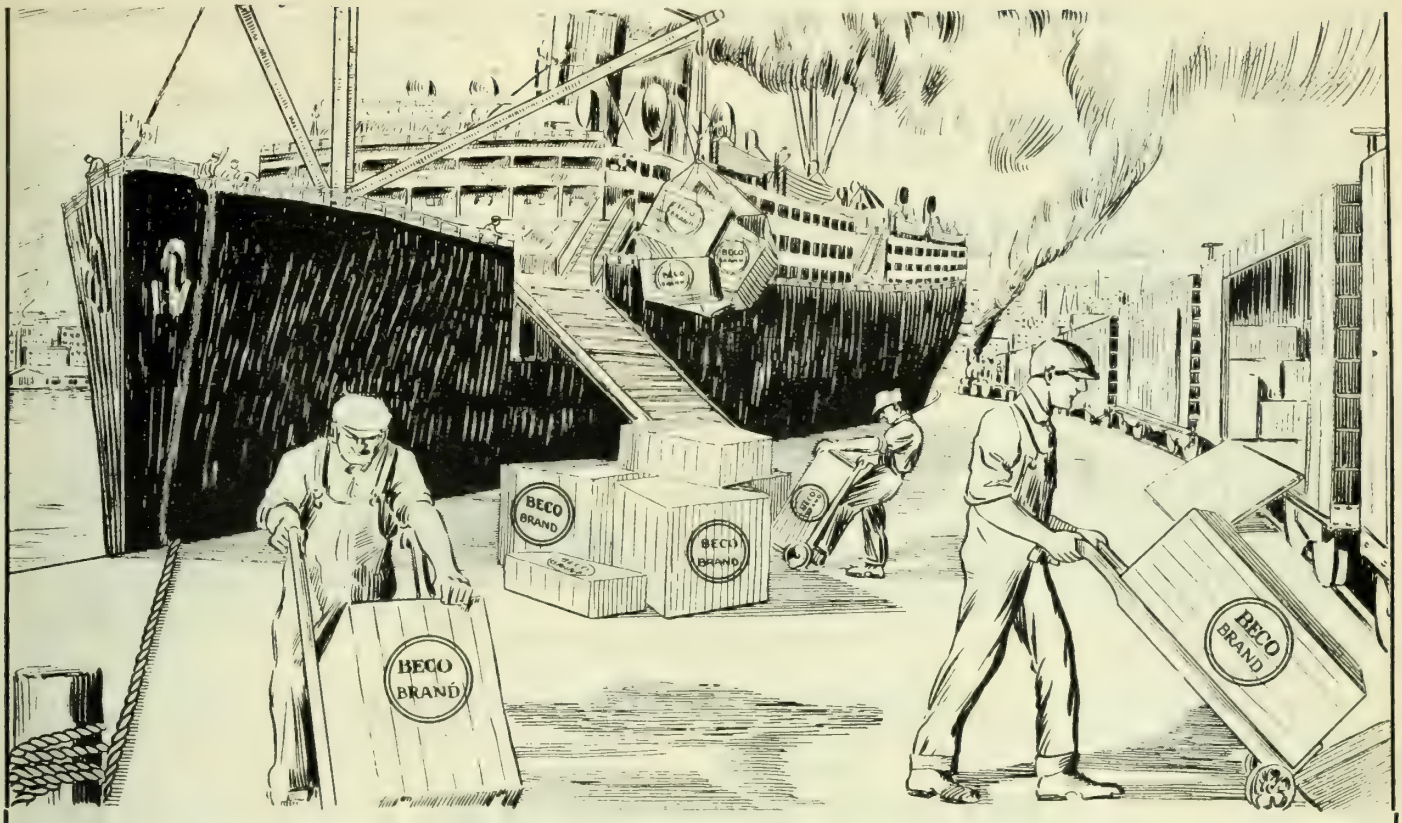
Sole Distributors: "Lacrosse" Sockeye Salmon, 1-2^{s} and 1^{s} for Western Ontario

"Maple Leaf" Seeded Raisins
extra fancy
MAPLE LEAF
TEAS and COFFEES

We are a House of Service and Reputation

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SARNIA: Phones 5-85 CHATHAM: Phones 154-155



A recent shipment consisted of paper napkins, pencils, preserved ginger, and oil of peppermint. The previous week an Australian liner brought us New Zealand honey, butter and cheese.

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DIRECT TOUCH

with the markets of production in the Pacific.

Your merchandise comes from so many primary markets—each with such a variety of units of weight, descriptions, packages and grades that you would find it almost impossible to keep posted on them all.

OUR SERVICE

to you means that we keep posted on all these factors and act in your best interest.

Our experience and location make us peculiarly fitted to serve you well. Tell us what you need—we can probably quote you to advantage.

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VANCOUVER, B.C.

Importers ***Established 1905*** **Exporters**

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It is not our policy to make extravagant promises, but we can give you a service that brings results.

Our organization, reaching both the wholesale and retail trade throughout the three Provinces, is at your disposal.

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Wholesale Grocery Brokers

Regina Saskatoon WINNIPEG Cal gary Edmonton

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Harry Horne's double cream custard powder, four delicious flavors, Lemon, Vanilla, Almond and Standard.
Tartarine, a perfect substitute for Cream Tartar.
Cooker Brand Peas.
Caldwell's Canned Peaches, Pears and R. P. Cherries.
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" Mincemeat.
Bodley's Christmas Cakes.
" Plum Pudding (All Sizes)
" Almond Icing (Ready to Use)
" Chocolate Dipped and Fancy Biscuits (Nothing Better)
Our Own Genuine Turkish Delight.

Write for samples and prices. We have the stock on hand, and can make immediate deliveries from our new address—

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SHEPHERD-MOTT COMPANY

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Quaker Brand canned fruits and vegetables are the choicest products of the fertile valleys of British Columbia.

Canneries are located at strategic points throughout the Province in the centres of each district where certain fruits or vegetables reach their highest perfection.

In stocking Quaker Brand you offer your customer the best canned goods Canada can produce.

Dominion Canners B. C. Ltd.

Head Office: Vancouver, B.C.





PACKED
48 1-lb., shipping weight, 71 lbs.
96 ½-lb., shipping weight, 79 lbs.







PICKLED HERRING
Barrels, 250 lbs. net, 320 lbs. gross, 21 in. diam. x 31 in. high.
Half barrels, 125 lbs. net, 175 lbs. gross, 18 in. diam. x 24 in. high.

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We are Proprietors of the following brands:

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Sweepstakes	Cohoe	Salmon
Pacific Chief	Pink	Salmon
Equality	Chum	Salmon
Sweepstakes	Pilchards	
	Herring and Clams.	

OUR BRANDS ARE ALWAYS RELIABLE.

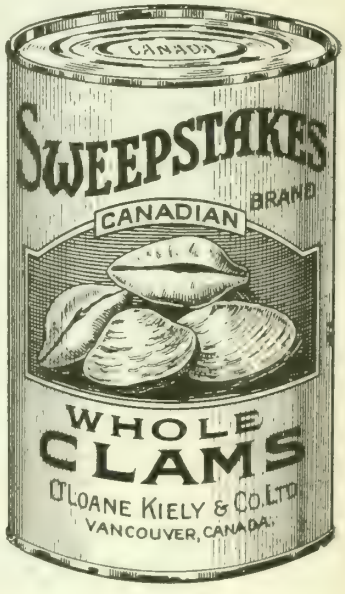


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NUTRO PEANUT BUTTER

The Best Spread There Is for Bread

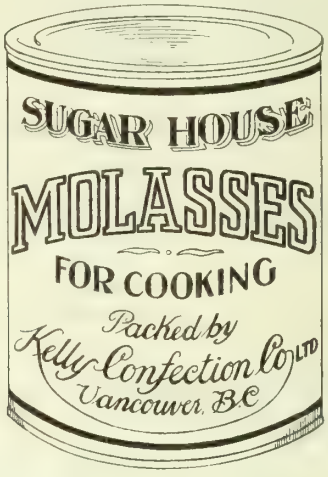


An alternative for Maple Syrup and costs considerably less



The High Cost of Lunching

Help your customers reduce it—suggest "Nutro Peanut Butter." It shows you a good profit.



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A pure cane molasses with heavy density, high sugar content, and delicious flavour. Equally suitable for table, baking and all cooking purposes. IT PLEASES.

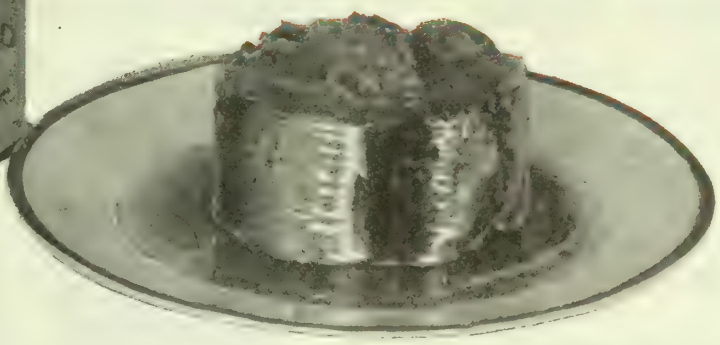
The Kelly Confection Company, Limited

VANCOUVER, B.C.



YOU'LL never have to make excuses to your customers if you give them

ALBATROSS PILCHARDS



EVERY MORSEL EDIBLE AND DELICIOUS

ALBATROSS PILCHARDS are the most temptingly flavored pilchards you've ever offered to your customers. The flesh is a creamy pink, like chicken breast, and its flavor surpasses tuna. You can highly recommend it to your better class of trade and rest assured that it will thoroughly please them.

ALBATROSS PILCHARDS are processed and packed with the most scrupulous care from the choicest selected pilchards. Each individual fish is thoroughly washed and the perfect manner in which we process them guarantees them to be always wholesome and superbly flavored. Once you sell them you'll never stop. If you open a can you'll understand why.

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS

Ontario and Quebec:—Alfred Powis & Son, Hamilton, Ontario
Manitoba and Saskatchewan:—H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia:—Mason & Hickey
J. L. Beckwith, Victoria, B. C.

"CREAM OF THE WEST" FLOUR

GUARANTEED

Made from selected Hard Wheat, insuring Uniformity and Quality

MAPLE LEAF MILLING CO., LIMITED
TORONTO and WINNIPEG

The Norcanner Brand



of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines



Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

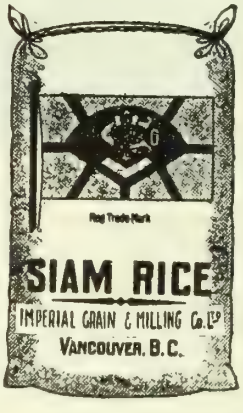
Your jobber can supply you

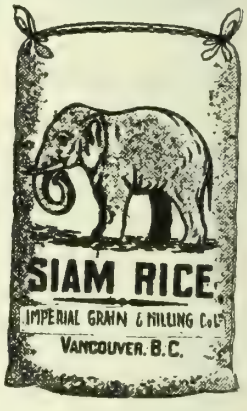
NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co. Winnipeg

Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

Wholesale Grocers — CURRANTS

Selling our Currants you multiply your connections.
The Guaranteed sound, free from rain-damage, clean and sweetest **"Philippou Currants"** give you the greatest profit and ensure the greatest degree of satisfaction to your customers.
Ask for our different Brands and see that our name is on the packages.

D. D. PHILIPPOU, Exporter of all Greek Products, **PATRAS, GREECE**

Active agents are wanted to all markets of Canada

Thompson's Salted Peanuts



In Sanitary Airtight Packages

For over ten years Thompson's Salted Peanuts have been popular in Western Canada. We are now established in Winnipeg and are in a position to ship to all jobbing points. We pack only the finest No. 1 Spanish Peanuts in cylindrical packages, forty packages in an attractive carton, twenty-four cartons to a case to retail at five cents per package.

"Nifty Brand"

Whole Blanched Jumbos



The peanuts full of Rich, Creamy Flavor, FRESH—CRISP—TASTY. Packed in five-pound tins, with envelopes, each tin in an individual fibre board container ready to reship.

Insist on THOMPSON'S. Accept NO substitute. Better Peanuts. Increased Sales. Satisfied Customers.

Packed in Canada by

BOX 2015 **A. E. Thompson** **WINNIPEG**

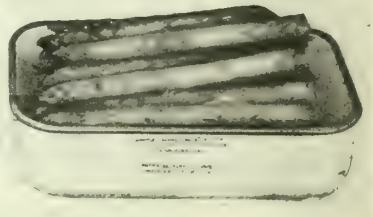
The Sample Saving Trade Getter



Sample Saving Trade Getter assembled. Price $33.50 F.O.B. Winnipeg

By displaying your goods with Modern Methods you Save FOOD, TIME and MONEY.

Show the same sample all day long without opening new tins. Familiarize your trade with your goods. Reduce your dead stock to a mimimum.



Containers White Porcelain, enameled on selected steel. Price $80.40 per dozen, F.O.B. Winnipeg

Recommended by the leading Jobbers and Brokers of North America
Your Inquiries Solicited.

Sole Canadian Agent

H. E. Thompson

149 Notre Dame Avenue **Winnipeg, Manitoba**

WESTERN CANADA



H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

REPRESENTING

	See Page
Lantic Sugar	
Windsor Salt	
Lea & Perrin's	97
Alexander Molasses	81
Empress Jams and Pickles	
Albatross Pilchards	93
Grimble's Vinegar	
Etc.	

LEA & PERRINS

The Original and Genuine Worcestershire



BY ROYAL WARRANT
TO H.M. THE KING.

This sauce of world-wide renown is still easily first in public favor, notwithstanding innumerable imitations

Lea & Perrins

Sales Agent for Canada

Harold Seddon - 137 McGill Street, Montreal

If 5 cases of Peanut Butter cost $....
Then 6 cases will cost $....

No, Sir—Not of Squirrel Brand

For we're setting arithmetic at defiance for a while and giving **1 case free** with every order for **5.**

That should mean mighty good profits for you, Mr. Grocer, and if you throw the sales' spotlight on those one-pound tins you're sure to make a hit. Ask your wholesaler about this free deal.

Again—

Have you reaped the splendid profits accruing from the sale of our

Basque Epsom Salts

A new Canadian production, coming in pure salt crystals. Better and cheaper than the manufactured varieties hitherto imported.

A suggestion sells a package.

We also represent:

UPTON'S PURE MARMALADES and JAMS
The T. Upton Co., Ltd., Hamilton, Ont.

RED SEAL TOFFEE, Bulk and 5c Packages
The Mainland Confectionery Co., Vancouver, B.C.

LANKA TEA, LANKA Meaning Ceylon
Wm. Braid & Co., Vancouver, B.C.

B.C. BOXES, CRATES, EGG CASES, Etc.
B.C. Manufacturing Co., New Westminster, B.C.

HOME-MADE PICKLES, CATSUPS, RELISHES
The Northland Mfg. Co., Toronto, Ont.

S. H. MOORE & COMPANY

Grocery Brokers

Excelsior Life Bldg., Toronto

UPTON'S

have been making good Marmalades and Jams for more than twenty-five years. This long experience has resulted in products which are perfect in every way. They could not be made better or purer.

We wish to impress upon grocers the fact that all Marmalades and Jams bearing the name "Upton's" and "Pure" are absolutely

PURE MARMALADES AND JAMS

Only the choicest fruit and granulated sugar are used. Made in a modern factory and receiving conscientious care and supervision they could not be better than they are.

CONSUMER DEMAND

The consumer is demanding pure goods and is willing to pay for purity and quality as evidenced by the large sale of all kinds of packaged goods.

Grocers who stock Upton's products tell us there is a steady demand for them. The high quality and original fruity flavor, which is retained, makes Upton's Marmalades and Jams a general favorite. Once used, repeat sales are sure and steady.

"Quality Products"



NATIONALLY ADVERTISED

Upton's Jams and Marmalades are advertised throughout Canada. The name is kept before the consumer. Attractive store cards and recipe booklets are available for the grocer upon request. Ask us to send you a supply. We wish to co-operate with you.

Order Upton's from your jobber nearest you. You will render your customers a distinct service by stocking Upton's.

THE T. UPTON CO., LTD.
HAMILTON, CANADA

SELLING AGENTS:
S. H. Moore & Company, Toronto, Ont.
Rose and Laflamme, Ltd., Montreal, Que.
Scott-Bathgate Co., Ltd., Winnipeg, Man.
Gaetz & Co., Halifax, N.S.
Schofield & Beer, St. John, N.B.

EXPORT EGG CASES

(Government Standard)
B.C. Quality
In Large Quantities
Certain Deliveries
Prompt Shipment
Splendid in Appearance
Odorless

AND THE PRICE IS RIGHT

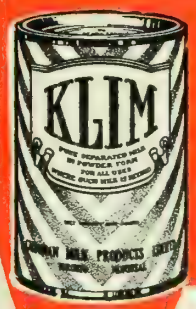
Let us get busy re an order for you.

S. H. MOORE & COMPANY

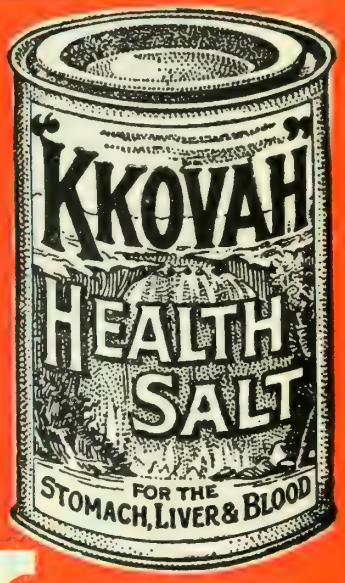
Excelsior Life Bldg., TORONTO
Distributing Agents for Eastern Canada

THE BRITISH COLUMBIA MANUFACTURING COMPANY, LTD.
VANCOUVER, B.C.

WHITTALL CANS

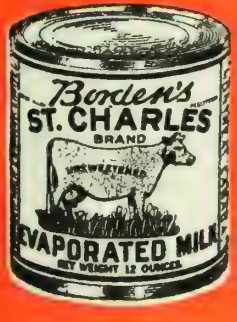


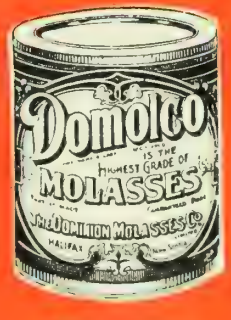














. . there's a "Whittall" Can for every purpose . . . . . .

For meats, vegetables, milk, syrup, fish, etc., in open top sanitary cans, solder-hemmed tops, and Standard Packer Cans. Our service department is at your disposal and will gladly assist you in solving your can problems. Write us.

A. R. Whittall Can Co.
Montreal, Canada



Gathering Maple Sap for Small's in the heart of the forests of Quebec
Recoltant la sere pour Small's dans les bois de Quebec



Telling 3 Million Canadians *about* SMALL'S MAPLE PRODUCTS

An intensive National Advertising campaign is telling over **three million** Canadians, **many of them right in your locality, Mr. Grocer,** about the purity and excellence of **Small's Maple Products.** This big campaign has been and is now running in the Montreal Standard, the Canadian Home Journal, Farmers' Magazine, MacLean's Magazine, Farmers' Guide, Moncton, Women's Century, Grain Growers' Guide, Railway Guide, Toronto and Montreal Street Railways, and is reaching over 600,000 homes, or over three million readers throughout Canada.

An aggressive campaign of this character, backed by the long-established quality and purity reputation of **Small's Products,** is bound to make itself felt in a most profitable way for grocers who key up their store with this "good-will" publicity by featuring **Small's Maple Products** in their windows and on their counters. Specializing also in Salt, Blanch, Sugared Peanuts, and Forest Cream Peanut Butter. All seasonable. Secure quotations and samples before ordering. All jobbers.

SMALL'S LIMITED, MONTREAL

SYRUP AND MOLASSES REFINERS

Adhesives

We manufacture Cold Glues for all kinds of Paper Box Work, Banding Machines, Stokes and Smith, etc.

also

Glues

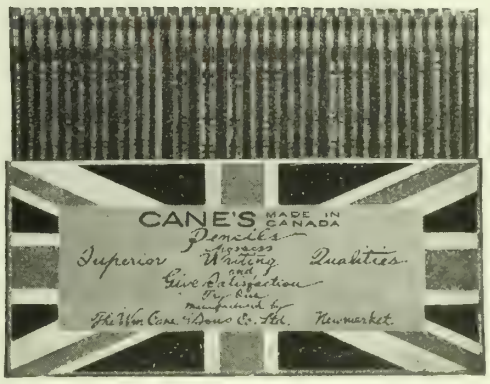
For hand and machine labeling on paper, glass or tin.

Paste Powder

The Cannon Canadian Co., Limited

361 Sorauren Ave.
Toronto, Ont.

81 Grey Nun St.
Montreal, Que.



Cane's Pencils extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario

A Profitable Line to Handle

Sapho Products are well and favorably known to the people of Canada. There has been an ever-growing demand for these goods.

Full particulars and prices on request.

Sapho Insecticide

Absolutely the best insecticide on the market — this old-established brand is sure death to moths, flies, bugs, roaches.

POWDER—In puffers, refillable guns, or tins.
LIQUID—In cans or bottles of different sizes.

Hand Cleaner
Union Brand Sapho Brand

Anti-Dust Sweeping Powder
In drums, kegs or barrels

Kendee Household Ammonia

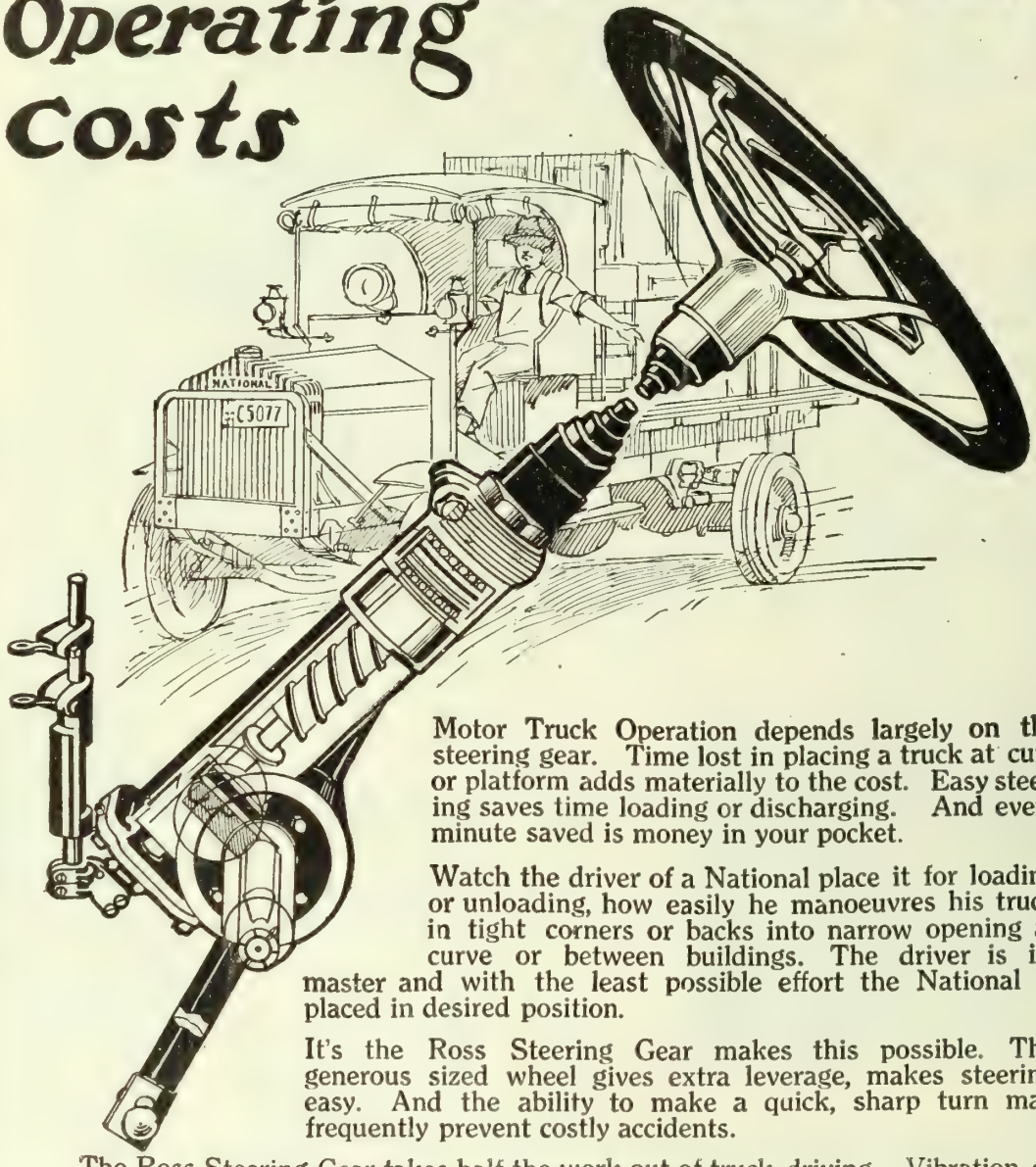
Sprayers for Sapho Powder or Liquid

If your jobber cannot supply you, write us.

The Kennedy Manufacturing Co.
Formerly Sapho Manufacturing Co.
586 HENRI JULIEN AVENUE, - MONTREAL

Easy Steering cuts Operating Costs

NATIONAL



Motor Truck Operation depends largely on the steering gear. Time lost in placing a truck at curb or platform adds materially to the cost. Easy steering saves time loading or discharging. And every minute saved is money in your pocket.

Watch the driver of a National place it for loading or unloading, how easily he manoeuvres his truck in tight corners or backs into narrow opening at curve or between buildings. The driver is its master and with the least possible effort the National is placed in desired position.

It's the Ross Steering Gear makes this possible. The generous sized wheel gives extra leverage, makes steering easy. And the ability to make a quick, sharp turn may frequently prevent costly accidents.

The Ross Steering Gear takes half the work out of truck driving. Vibration of the wheel on rough roads is minimized.

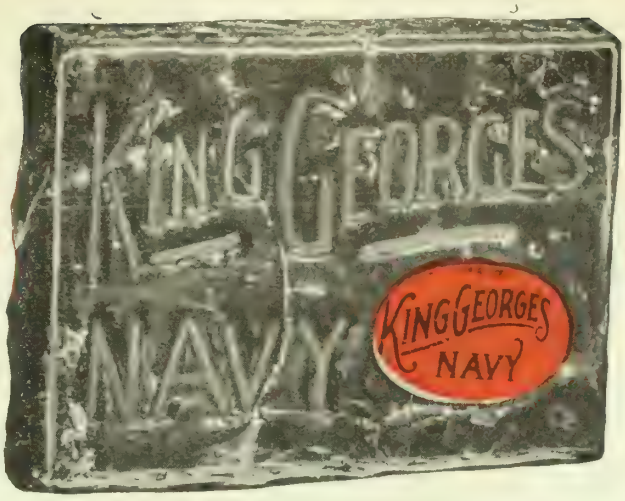
The action is simple, the parts few and the bearing services so large that wear is practically eliminated.

1-1½-2-3½-5 ton

NATIONAL STEEL CAR CORPORATION LIMITED

HAMILTON CANADA

Write for illustrated Catalogue and name of nearest National Dealer.



...Two Popular Sellers...

King George's Navy

Here is a chewing tobacco that has proven an exceptionally good seller wherever it has been introduced. It possesses an unusual flavor that instantly appeals to lovers of chewing tobaccos. An extensive consumer advertising campaign is daily creating goodwill towards **King George's Navy.** Cash in on this publicity by featuring this profitable line.

"Master Mason"

Canada's joy smoke

Your tobacco stock is incomplete without this big favorite. **Master Mason** is made from the finest tobaccos fully ripened and aged. It possesses a smoothness that is seldom found in most tobaccos and it never fails to win repeats. Get behind **Master Mason**—it will amply reward you.

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG



Gelatine

For all purposes, sheet and ground

Gums

Arabic, Tragacanth, Karaya

Tapioca, Flour and Potato Flour

The Cannon Canadian Co., Limited

361 Sorauren Ave.
Toronto, Ont.

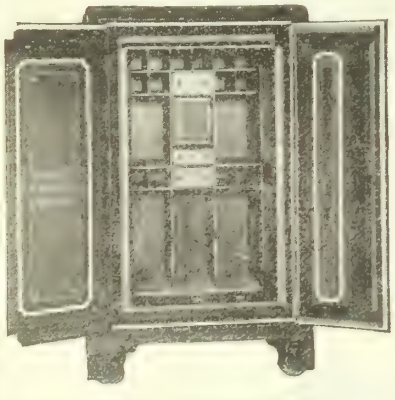
81 Grey Nun St.
Montreal, Que.

Buried in Burning Coal for 18 Hours!

A recent report from one of our largest chartered banks says:—

> "During fire, Safe fell from upper floor into cellar, into 15 tons of burning coal, and remained there 18 hours. Everything came out intact."

Duration of fire, intensity of heat or distance of fall need not be considered, when you have your valuables in a Taylor Safe.



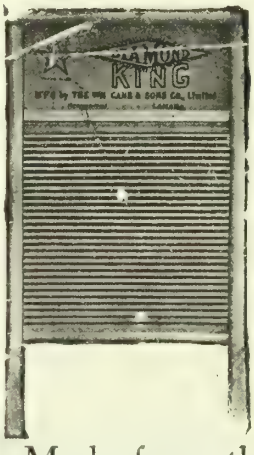
Write us for quotations on our Fire-Proof Safes and our Steel Cabinets for fyling.

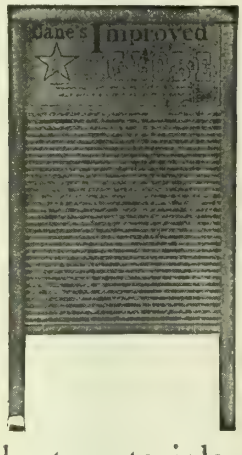
J. & J. Taylor Limited

Toronto Safe Works

TORONTO, - ONTARIO

Branches: Montreal, Winnipeg, Vancouver





Made from the very best materials and by skilled workmen.

These are two of the most popular sellers we have, and we have other quality lines to select from.

Wm. Cane & Sons Co., Ltd.

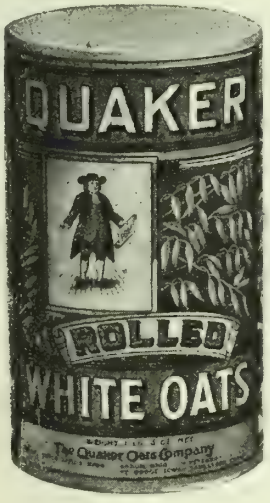
Newmarket, Ont.

Every Wholesale Grocer in Canada stocks these standard lines. Order through your Wholesaler.

Quaker Oats

With That Exquisite Flavor

The brand that you know will always repeat--------



Stock up now with **QUAKER OATS,** the long established quality line that has always proven a satisfaction winner and a standard staple wherever it has been introduced.

Quaker Oats is always uniform, dustless, and clean and the large, meaty flakes possess rich, nut-like flavor (due to the special Quaker Pan-dried Process) that is so characteristic of porridge made with *Quaker Oats.*

Better and more thorough drying ensures faster cooking.

Keep *Quaker Oats* well displayed, occasionally working them in your window displays and cash in on the good-will and nation-wide popularity behind the name *Quaker Oats* — the brand that always makes good.

The Quaker Oats Company

MANUFACTURERS OF

CEREAL PRODUCTS

Peterborough, Ontario Saskatoon, Saskatchewan



—always Fresh, Crisp, Delicious

"MEADOW CREAM" *Sodas*

You can always depend on *Meadow Cream Sodas* to please your customers because their wholesome flavor and oven-crispness never vary.

Meadow Cream Sodas are made from the purest ingredients under strict sanitary regulations in a clean, modern factory and packed in *attractive* moisture-proof packages that retain every particle of their oven freshness and crispness. You'll find them fast sellers.

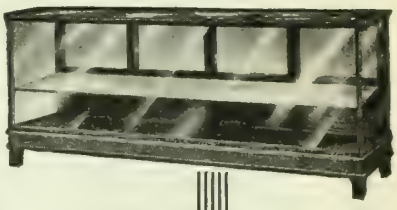
We also make a high-grade line of delicious sweet biscuits, cookies, etc. Write for quotations on these fancy lines and *Meadow Cream Sodas*. Our prices will please you and the profit margin they offer is exceptionally good.

The W. J. Crothers Co., Ltd.

Kingston, Ontario

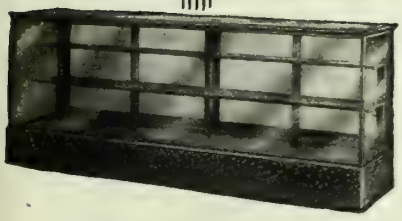






What do Customers see when they enter Your Store?

The very appearance of the store with bright, attractive displays invites the customers whether they are "out shopping" or not. It is the same with other things—your favorite show is invariably the one that possesses an attractive atmosphere, other considerations being equal.





Turn over in your mind all the stores you have known, and you'll find that the ones that made the large volume of sales were those which knew how the attractive arrangement and display in a store goes to make it bright and snappy.

"How about 'Happy' Jones," you'll say,—"he made good in a store where you had to step between the packing cases." Yes, "Happy" made good, but other men with a personality like his have made their little stores grow into large departmental institutions by taking advantage of this means of attracting sales—making their store the place where people like to buy.

There are always times in a busy store when customers must wait—maybe only a few seconds—before being served by the clerk behind the counter. ARNETT "SILENT SALESMEN" turn those precious seconds into more sales and better customers. There is so often some article that your customer forgets, and has to buy at the other store down the street.

The "SILENT SALESMEN" won't let them forget—he makes the maximum sales, and invites a further visit.

There is a size and style for every store requirement. Arnett Expert Service installs the right "SILENT SALESMAN" for you, and arranges your store to make it the natural place for customers to turn to in their buying.

Write us for illustrated catalog showing complete range of styles, and particulars of Arnett Service.

Thomas Lewis Arnett

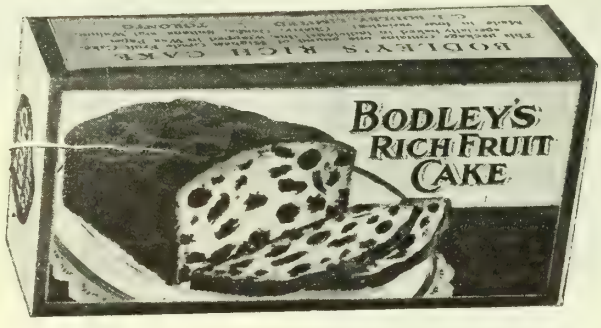
SOURIS, MAN.

WINNIPEG **REGINA**

ARNETTIZE YOUR STORE

BODLEY'S CAKES

. . . three favorites for Xmas selling . . .



Bodley's Rich Fruit Cake

A deliciously flavored rich fruit cake that will prove a big favorite with your customers. It's made and baked in the incomparable *Bodley way* from the finest selected fruits, nuts, etc. You'll find it a very profitable line and a big seller.

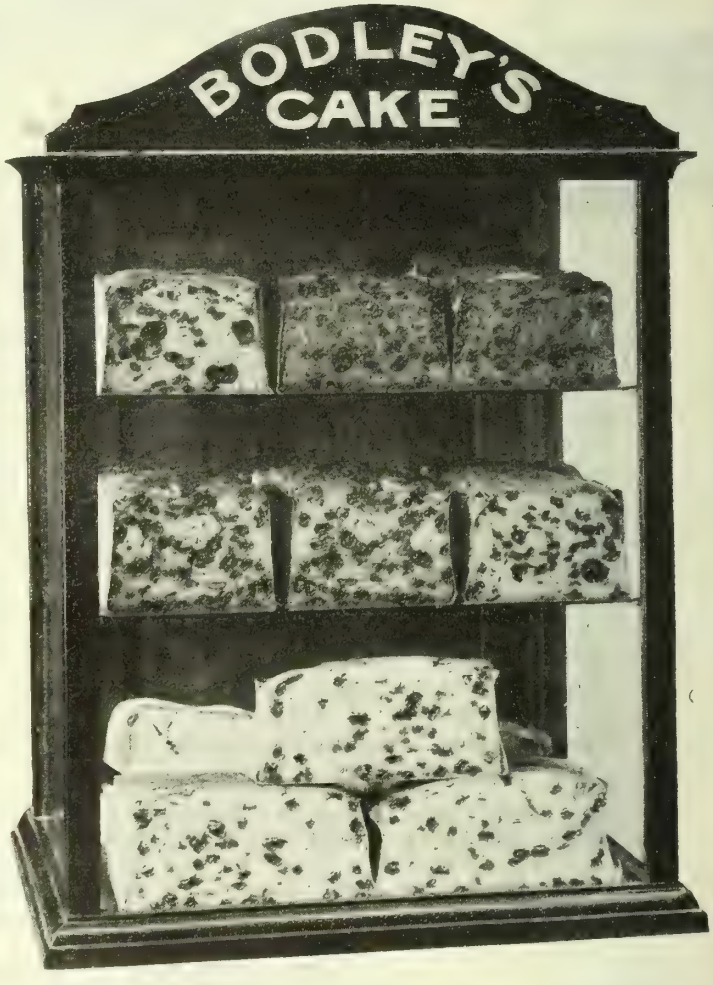


Bodley's Plum Pudding

Another big favorite. Made from the special *Bodley* recipe that imparts such a delicious home-made flavor. Only the highest grade ingredients go into Bodley's Plum Puddings and they're made under rigid sanitary regulations. You should order an ample stock of *Bodley's Puddings and Fruit Cakes NOW* for your Xmas trade.

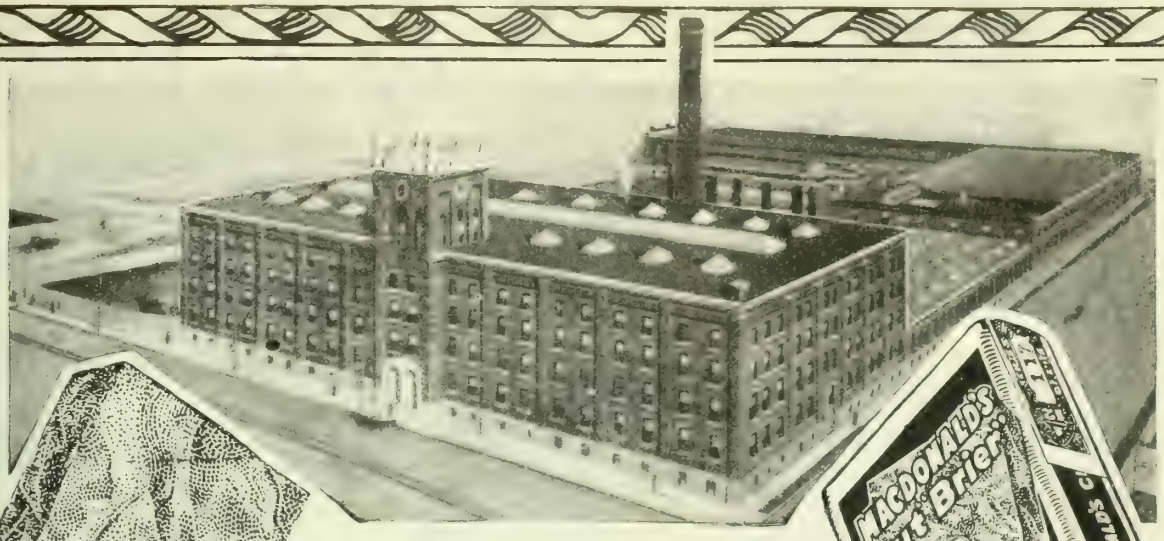
Bodley's Rich Cake

in slab of from 5 to 8 pounds each are splendid value. Cases as per illustration supplied at cost price. Our Fruit Cake business is one of the largest in America. Christmas Cakes in slab or in individual sizes are now ready for delivery.



Write for Prices and Terms
Express Charges Prepaid

C. J. BODLEY, LIMITED - TORONTO



More for the Money

It is not surprising that retailers push MACDONALD'S, as—

They cannot sell their customers any other tobacco that compares in either quality or value.

They make an extra profit of from 60 to 80 cents on the over-run from each 10-pound caddy—besides the regular margin of from 2 to 21 cents per plug.

These two features alone make Macdonald's an exceptionally fine selling proposition; and when you consider that more men use Macdonald's than any other tobacco in Canada, that the tobacco sells itself, and the demand is rapidly increasing, you can readily understand why it pays to push it.

The Tobacco with a Heart



MACDONALD'S

KING OSCAR

Brand

SARDINES

Packed from selected fish in purest olive oil and with our knowledge of proper preparation. Caught in the waters of Norway and they possess a very delicious flavor. Recommend them for real satisfaction. Just the thing for quickly and easily prepared luncheons.

Your wholesaler will be glad to fulfill your order.

Canadian Agents:

John W. Bickle & Greening
Hamilton, Ontario

SAMUEL DOBREE & SONS

LONDON
ENGLAND

ESTABLISHED 17th CENTURY

GROWERS AND PRODUCERS
OF

SUGAR—MOLASSES —COCOA

IMPORTERS AND EXPORTERS

BRANCHES IN ALL PARTS
OF THE CIVILIZED WORLD

CANADIAN BRANCH
UPPER WATER STREET
HALIFAX, N.S.

S & M

The Cream of Chocolates

Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes

TURKISH DELIGHT S.&M. Brand

The most delicious European Confections
Packed in wooden 10 lb. boxes
WRITE US FOR PRICES
Sole Canadian Distributors

Dominion Sales Company
229 Notre Dame Street West

Our Agents:

Samuels, Carney & Dickie
Halifax, N.S.

L. E. Whittaker
St. John, N.B.

Reliance Agency
St. John's, Newfoundland

Chadwick & Co.
Toronto, Ont.

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.

OWEN SOUND - - ONTARIO



The World's Finest Vinegar Product

Brewed from choice barley malt, clarified and aged after the manner of the best wines, Heinz Malt Vinegar has a natural golden-brown color and delicious aromatic flavor not found in any other vinegar. In 16 oz. and 32 oz. bottles.

H. J. HEINZ COMPANY

Pittsburgh Toronto Montreal

The Complete Line of Soaps for the Household

You can get every kind of soap product you need, from the Procter & Gamble line.

We make one to meet every household use.

When you lay in your soap stock from the Procter & Gamble line, you have the best soap for bath and toilet, the best soap for fine laundry work, the best white laundry soap, the best yellow soap, the best soap powder,—and your customers know that you have the best.

PROCTER & GAMBLE PRODUCTS - EST. 1837 -

Ivory Soap

Gold Soap

P and G The White Naphtha Soap

Lenox Soap

Pearline

Sopade

and

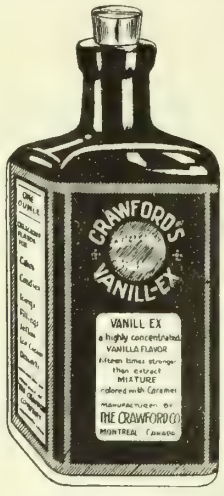
The Procter & Gamble Distributing Co.
of Canada, Ltd.
50 Bay Street, Toronto, Canada

CRISCO
For Frying · For Shortening · For Cake Making

—the pure, vegetable shortening that is displacing lard in up-to-date homes and grocery stores. Gives more satisfaction to the housewife; more profit to the dealer. Net weight sanitary packages; one pound and larger.

Vanill-Ex

The New Flavoring



Vanill-Ex

For all Purposes

Contains 15 times the strength of ordinary vanilla. Used extensively in hospitals, clubs, restaurants and private homes. A big saving to all users. Use less. Pay less. Packed 1 doz. to carton, 3 cartons to case. Each case contains a beautiful metal display card.

Be the first grocer in your town to stock *Vanill-Ex*. *Vanill-Ex* is a big seller. Shows a nice profit.

Agents wanted in all Provinces

THE CRAWFORD MANUFACTURING. CO.

ST. ANTOINE ST., MONTREAL

The higher rates of exchange are being absorbed by the manufacturers of G. Washington's Coffee, payments for which are accepted in Canadian Funds at par.

Please pass this information on to your customers.

G Washington's

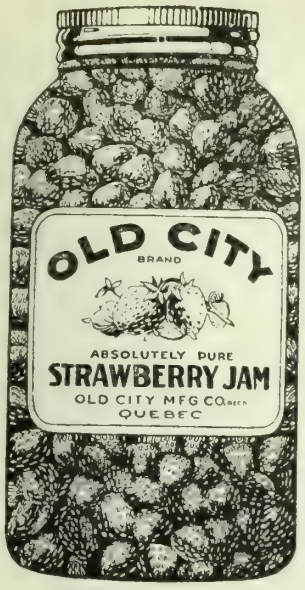
COFFEE

ORIGINATED BY MR. WASHINGTON IN 1909

Distributed by Grocers Specialty Company

169 William Street, Montreal





Sell Old City Jam

Absolutely Pure—100% Quality

Superior in flavor, purity, and attractiveness of package to any other jams on the market. Made from the luscious wild berries that grow in Quebec Province. Cooked with the same care and in the same way as home-made jam. 100% quality in every way—the kind of goods your customers really want.

Old City Mfg. Co., Reg'd
Quebec

In buying Old City Jam, in addition to better quality your customers get from two to four ounces more jam—plus a glass jar that is worth 15c or more.

E. B. Nettelfield & Company
50 Front Street East, Toronto
General Sales Agents

Represented by: Richardson & Green, Ltd., in Winnipeg, Regina, Saskatoon, Calgary, Edmonton; W. S. Watts, 124 Bruce St., London, for Western Ontario; J. H. Trowbridge, 256 Albert St., for Ottawa; R. H. Wyman, Yarmouth, N.S., for Newfoundland; Oake & Wyman, Halifax, N.S., for Nova Scotia and Prince Edward Island

Red Cross Pickles

Quick Sellers---Sure Repeaters

"STANDARD QUALITY" IN TINS
HIGH-GRADE QUALITY IN BOTTLES

There are no two ways about it—Red Cross Pickles are the choicest on the market. They are made from vegetables grown in the most fertile vegetable soil in America and are prepared and packed so that these vegetables retain their superior quality and flavor.

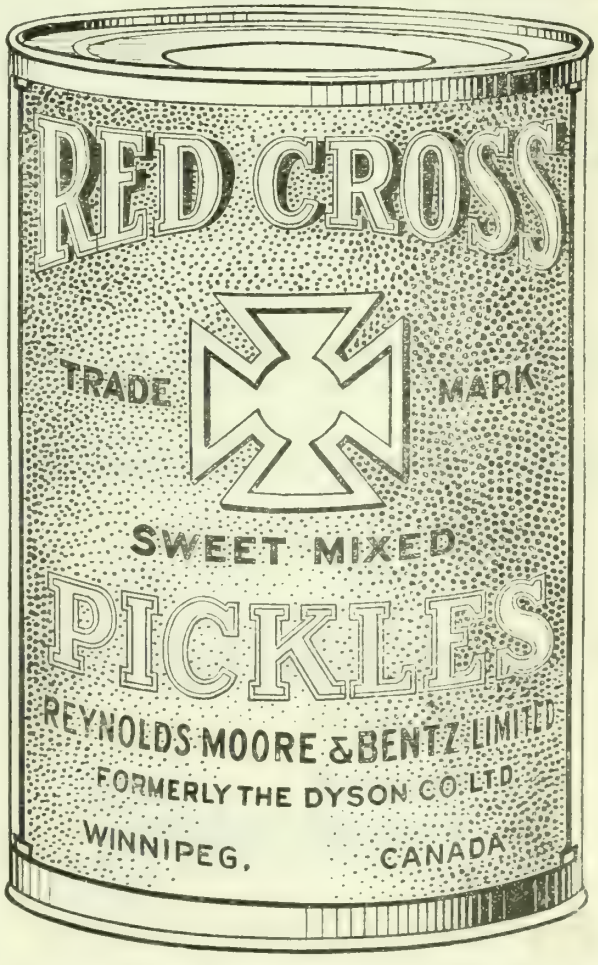
If you are not pushing Red Cross Pickles you are overlooking a quick-selling, sure-repeating line.

Packed by

Reynolds, Moore & Bentz, Limited
Winnipeg, Man.

E. B. Nettelfield & Company
50 Front Street East, Toronto
Eastern Sales Agents

Represented by: J. L. Freeman & Co., for Montreal; J. B. Renaud & Co., for Quebec; W. S. Watts, 124 Bruce St., London, for Western Ontario; J. H. Trowbridge, 256 Albert St., for Ottawa; R. H. Wyman, Yarmouth, N.S., for Newfoundland; Oake & Wyman, Halifax, N.S., for Nova Scotia and Prince Edward Island.



First Quality

APPLES

In Boxes or Barrels

Prompt Service

ORANGES PEARS
LEMONS GRAPE FRUIT
CRANBERRIES

In Barrels or Cases

SWEET POTATOES EMPEROR GRAPES

We have built up our reputation by handling first quality fruits and by giving our customers prompt and courteous service.

We are in the market to buy or sell Potatoes or Apples in car lots.

Try our commission department. We will get you highest market prices and prompt returns. If you have Potatoes, Apples, Vegetables, etc., to sell, consign to us.

W. J. McCART & CO., LTD.

78 & 80 COLBORNE STREET TORONTO, CANADA

The Sarnia Paper Box Co.

Sarnia, Ont.

Manufacturers of

Ice Cream, Butter and Egg Cartons

Also

Handy Paraffin Containers

Suitable for Salted Fish, Mince-meat, Oysters, Pickles, Etc.

3 reasons for buying "Sarnia" Boxes

I. Quality
II. Service
III. Prompt Delivery

You can't do better anywhere

BAGS

AND COTTON LINERS



The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners —in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

E-PULLAN

6 Maud Street, Toronto



For Social Events Your Customers Will Like

Junket
MADE *with* MILK

Every merchant can safely recommend JUNKET as an economical food for a delicious and nutritious dessert. Can be prepared quickly into a number of dainty dishes. You'll find it to your advantage to sell JUNKET, made with Milk.

Sold in a 10-tablet package retailing at 15c.

JUNKET POWDER

NESNAH

This is Junket in powdered form. Just the thing for quickly-made desserts. Retails at a profitable margin 15c per package. Attractively packaged and comes in four different flavors.

Chr. Hansen's
Canadian Laboratory
Toronto, Canada

SELLING AGENTS FOR CANADA:
LOGGIE, SONS & CO.
32 Front Street West, Toronto





Advertising Creates Demand

It is of little benefit to you to know that your stock of merchandise is good, if no one else knows it.

The quality of Shirriff's Marmalade is known, because our national advertising tells the public about it. That is why Shirriff's Marmalade sells.

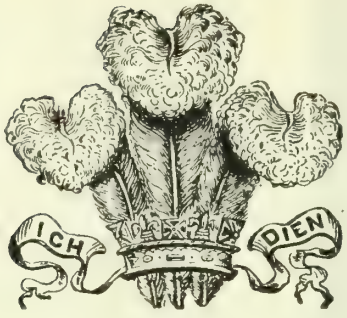
Shirriff's advertising leads the purchaser to expect much—Shirriff's Marmalade does not disappoint her.

Supply Shirriff's and obtain the best and most profitable class of trade.

IMPERIAL EXTRACT CO.
Toronto, Canada

Selling Agents for Canada
HAROLD F. RITCHIE & CO., LIMITED
Toronto and Montreal

Shirriff's
ORANGE
Marmalade



BY APPOINTMENT TO
H.R.H. THE PRINCE OF WALES

Telfer Biscuits

WE take pride and pleasure in advising the trade that we have just received word from the Comptroller to the Prince of Wales granting us a Royal Warrant as Biscuit Manufacturers to H.R.H. the Prince of Wales. This honor is in recognition of the high quality of the Telfer biscuits supplied His Royal Highness during his Canadian and American tour, and our ability to maintain our reputation, for consistently supplying high-grade goods.

Yours sincerely,

THE TELFER BISCUIT CO., LTD.
TORONTO

Tea Drinking Increases

People drink more tea in cool weather. Get after the tea business that belongs to your store. Red Rose Tea will help you. Push it.



T. H. ESTABROOKS CO., LTD.

St. John Montreal Toronto Winnipeg Calgary Edmonton



Increase Your Profits Minimize Your Fire Risk and Keep Your Store Tidy with a

ALL STEEL CLIMAX FIREPROOF BALING PRESS

Make your daily accumulations of waste paper, cardboard, containers, etc., yield you a steady, worth-while profit by installing a **Climax Paper Baler** in your store.

It doesn't take long for a bale to accumulate and waste paper to-day is worth $15.00 a ton.

Start to-day—don't put off this opportunity to turn your former waste into real big profit. There is always a good market for waste paper, but should you desire it our service department will gladly find you the best one.

The Climax Baler not only increases your profits, but it also **decreases your fire risk** and enables you to keep your store orderly and neat at all times.

Climax Balers come in 12 styles—a size for every need. They're made in Canada by Canadians and they're built to last a lifetime. Don't delay—write us for prices to-day.

CLIMAX BALER CO., HAMILTON, ONT.

Northern Ontario Grocers

IN the past our unequalled service and despatch have prompted you to give us a large proportion of your esteemed business.

Under prevailing conditions and present excessive freight rates these features are more convincing than ever.

Avoid risk of loss by carrying light stocks and sending us your sorting orders once or twice a week.

Orders shipped the same day as received.

PHONE FREE TO BUYERS.

NATIONAL GROCERS LIMITED

NORTH BAY SUDBURY SAULT STE. MARIE COCHRANE

CANADIAN GROCER

VOL. XXXIV TORONTO, NOVEMBER 5, 1920 No. 45

Selling the Important Factor

THE *current issue of Canadian Grocer comprises our 34th Annual Fall Number. It is a number setting forth articles relating to methods of merchandising in fall, Christmas and winter lines that we believe in a time like this will be helpful to the merchant and his clerks. A help that is designed to show the merchants throughout Canada what other merchants in widely divergent provinces are doing to promote business and stimulate sales of various lines.*

As compared with a year ago, when prices were strong at unprecedented high levels, and the average merchant could make few mistakes in buying, to-day we find ourselves face to face with uncertainties. There is a tendency in some directions for business to slow up. It is inevitable that in the readjustment that is now developing, and in the easing of many prices that is now taking place, that business will be upset to some extent, and some will suffer as a result.

Much can be done by the business man to stabilize conditions. There is a good future in business in sight due to the splendid crops all over Canada. It is an undoubted fact that while there will be recessions, few, if any, prices will reach pre-war levels.

However, this period of revision of prices calls for a sane and sturdy attitude on the part of every merchant. He must sell now more than ever before. The best methods that he can employ must now be put in practice, to maintain buying on the part of the public. The more he sells, the more he will have to buy, and while it is necessary to be careful in buying, the latter will practically look after itself. It is to sell goods where the retailer's chief concern lies. It is, therefore, the object of Canadian Grocer in this Annual Fall Number to show merchants what others are doing in the way of selling and to urge them to go and do likewise.

Booths Built in Store Sell Large Quantities of Both Bulk and Box Candy During Christmas Season

Wm. McQuitty, Welland, Ont., Sold Eighty-five Drums of Bulk Candy as Well as Box Candy, in Week Preceding Christmas Last Year.

Sells Eight Crates of Holly in a Day

Sales of Imported Fruits and Vegetables in the Winter Months Also Feature Mr. McQuitty's Business—Represent a Weekly Turnover of $200.

EIGHTY-FIVE drums of chocolates and cream candies and box candies to the value of $200 comprised the sales of candy in Wm. McQuitty's store in Welland, Ont., during the few days that preceded Christmas last year. Mr. McQuitty told Canadian Grocer the other day that he made a special effort for Christmas trade, and that last year his sales of special lines for the holiday season exceeded all expectations. Speaking particularly in regard to the holiday business in candy, Canadian Grocer inquired as to what method he pursued, in bringing his sales of candy up to such a total.

Booths for Candy Displays

"Of course, I always make it a point to decorate my window and store for the Christmas trade," he replied, "and last year in the store I built two very attractive booths, specially designed for the display of my Christmas confectionery. The booths were built near the front of the store, and, of course, attracted the attention of every customer who entered the place. It really was surprising the way these booths served to stimulate my candy sales. My stock of confectionery in the bulk was of splendid quality. The chocolates and creams were fresh, and laid out in a tempting way in the booths they certainly sold well. My box candy, too, was a reputable line, and sold at a good price. In the two days that preceded Christmas, my sales of box candy practically totalled two hundred dollars."

Mr. McQuitty believes that a grocer can sell a high-grade confection, that there is a place in the grocery for such just as much as for any other specialty lines that he carries. "My sales of special lines last Christmas were very gratifying. Apart from my big turnover in candies, I sold eight crates of holly the day before Christmas. There was such a demand for it that before the day was out I was selling what I had purchased for my own window decoration. I find this is a good line to sell. It represents a quick turnover, as well as a good profit. Besides, I think a customer likes to feel that she can buy such a thing at her grocer's, and naturally looks to him to supply her. Next year I will order more holly than previously, and will make an effort to exceed last year's splendid turnover."

Imported fruits and vegetables also sell at Christmas time, Mr. McQuitty told the Canadian Grocer representative. But he sells them throughout the winter and early spring months, and has a big turnover in them from week to week. His sales of green goods during the winter average $200 weekly.

Imported Lines Sell Well

Selling lines, such as imported marmalade and imported salad dressing, is a feature in Mr. McQuitty's store. He



Patented bins and equipment, generally of the most convenient type, mark the store of Wm. McQuitty, in Welland, Ont. Note the meat slicer and refrigerator counter.



Wm. McQuitty, in Welland, Ont., uses his windows all the time for display. The above illustrates a Thanksgiving window.

carries some high-grade lines, and is experiencing a steady demand for them, for the reason that he has gone steadily and persistently ahead in the way of applying selling ability to their turnover. In regard to a certain salad dressing, Mr. McQuitty is importing a special brand. He finds, he states, that so many customers, in buying dressing, declare that it is not the same as the home-made. He started to introduce this particular line, first, by trying it himself, and then recommending it to his trade. His clientele like it, and they have told him that it measures up well with the dressing made in the home. He himself believes that it is a first-class article, and, therefore, has no hesitation in selling it. Sometimes in introducing new lines to his trade, if he is satisfied that they are of reputable make, he has a demonstration in his store, with a woman in charge, for a week. Last winter he did this with a certain article, with considerable success. Sales were not only heavy during the time while the demonstration was on, but repeat orders followed that were very gratifying.

Windows Work All the Time

Mr. McQuitty has been in the grocery business for himself in Welland for the past three years. His turnover last year was well over one hundred thousand dollars. He is employing a large staffe of salesmen, and his store, centrally located, is a busy hive of industry. So situated as to attract the largest number of people, he makes his windows work for him all the time. He is an enthusiastic believer in the selling power of the windows, and has had on numerous occasions convincing proof of their importance as selling agencies. "There is no telling," he remarked, "just how valuable those windows are in my business, but I do know they sell a lot of goods for me. I keep them changed continually, never allowing one display to remain too long, but endeavor to keep them fresh and attractive all the time."

Are You a Salesman or Do You Just Tie Up Parcels?

"I KNOW that if I care to push any particular line I can make it a success," remarked a Quebec grocer to Canadian Grocer a short time ago. "A grocer cannot make his business a success if he is merely going to tie up parcels and hand them out. He must sell. He must be a salesman. If a grocer is sold a line that has quality he can himself make it a success, and it is then that it pays.

Looking for Quality

"When a new line comes into my store I take it home and give it a fair trial. If I am pleased with it, and it lives up to all that has been said about it, I can then push it with a clear conscience and with conviction. If, on the other hand, it does not, then I am through with it. I would rather let what stock I have of it lie on the shelves than risk the confidence of my customers by recommending it. I have in my store a line of canned goods that bears no label. There is nothing but the plain, unvarnished tin. I dress my windows with it and it is one of the very best sellers in my store. Customers have been much pleased with it. There is just one reason. Every sale is a *sale*. I was convinced personally that it was a good line and that it would please my customers. I stocked it. I talked it, and big sales resulted. I am really enthusiastic about it. Why? Simply because I was convinced myself and I have not been afraid to convince my customers. It bears no name. It carries no recommendation, save mine and its own merits. My customers now ask for the brand 'that you recommended.'

Changes the Brand

"I have gone farther with the confidence of my customers when I have been confident of what I was selling. There was one particular brand of jams that my customers asked for always. Perhaps it was because they were satisfied with that brand. Later, however, I was convinced that I had found another make that was at least equally as good. Of that I was absolutely sure. For various reasons I determined to change the sales to the other brand. I recommended it with every assurance. I was careful to state that I was anxious to have them try the new brand. To-day it is by far the best seller. One man, whose order I had changed to the new brand, left for the United States shortly after and he wrote for three cases of that jam because he could not get it where he was. The main thing is to be absolutely sure first. Then go into it with your whole heart and soul, and anything can be sold if it has quality. I believe I could sell anything I made up my mind to regardless of habit on the part of the customer, but the main reason is that I have never abused the confidence of my customers. It is only when a grocer exerts this power that he can make his business pay."

"Equipment That Means Easier Handling of My Customers"

Mrs. F. Fawley, N. Battleford, Sask., Believes in Facilities That Render Service Efficient and Convenient—Using Advertising Space With Profitable Results, Backing Advertising Up With Effective Window and Interior Displays—Seventy-five Per Cent. of Mrs. Fawley's Business is Cash, and the Balance is Fifteen and Thirty Day Accounts—Fruit and Vegetables Are Specialized.

"ATTRACTIVE displays have meant a great deal in our business," remarked Mrs. F. Fawley, grocer, North Battleford, Sask., to a representative of Canadian Grocer. The Fawley store represents one of the finest in this part of Saskatchewan, and has been built up from a small beginning four years ago. Sales have doubled since then, and the turnover runs up into the thousands annually. The proprietor of this store, as is already evident, is a woman, and Mrs. Fawley is gratified at the success that has attended her experience in the grocery trade.

"Seventy-five per cent. of my business is on a cash basis," Mrs. Fawley stated. "The balance, of course, is credit, 15 or 30 day accounts. I think the best plan is to conduct as much of your business as possible for cash. It enables you to make a quicker turnover of your stock, and very often the customer reaps the advantage. There are some of my accounts that are credit—good accounts that I would not lose and where the best policy is to extend the desired time. I have not a bad account, that is, practically speaking, and the larger portion of my business being done on a cash basis makes it much easier for me to carry on."

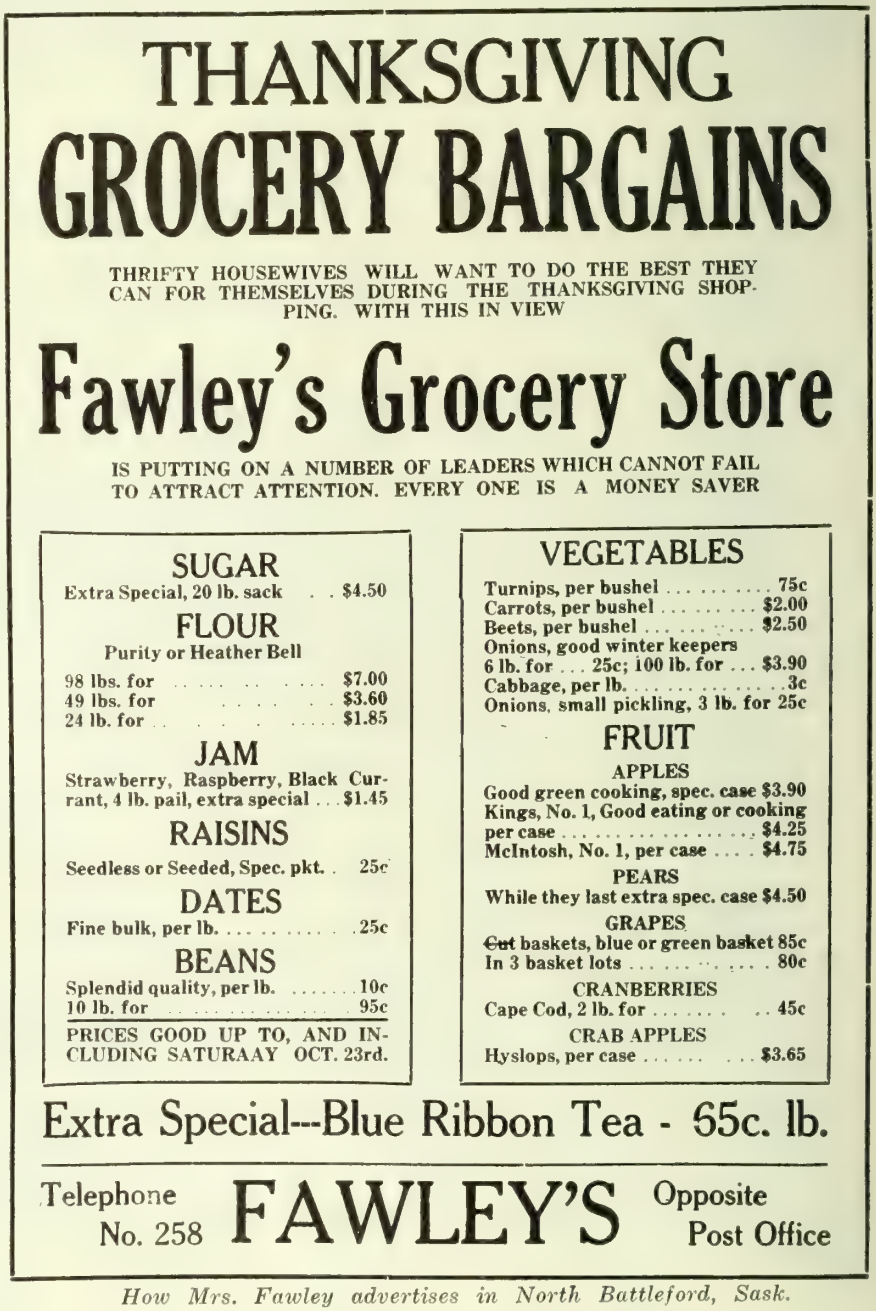
Quick Turnover Policy

Not believing in overloading with stock, Mrs. Fawley follows the plan of rapid turnovers, and believes it is the sanest policy for any grocer to follow.

"Displaying goods to the best possible advantage certainly means increased sales," added Mrs. Fawley, discussing the value of display. "I always endeavor to have my goods out where everybody can see them. We sell a lot of fruits and vegetables in season here, our sales in these lines being a very important part of our turnover. We sell a lot of fruit by the case and vegetables a good deal in large quantities such as bushels, and even greater lots."

It will be noticed in the accompanying photograph that Mrs. Fawley believes in keeping the fruit and vegetables out where it can be readily seen just what she has in stock. The attractive arrangement of them helps a great deal in their sale, and Mrs. Fawley has not lost sight of this fact.

Equipment that means the easier handling of customers is apparent in the Fawley store. It is a striking example of convenient facilities that make for quicker and better service to her clientele. Patented bins, and counters of a type that make for splendid displays, have been installed, and Mrs. Fawley is of the opinion that they have been invaluable to her in the carrying on of her business. Scales conveniently situated as to be easily reached by herself or the clerks have not been overlooked. Mrs. Fawley in equippng her store has followed her idea of making the store



How Mrs. Fawley advertises in North Battleford, Sask.



An illustration of the interior of Mrs. F. Fawley's store in North Battleford, Sask., showing a very attractive arrangement. Mrs. Fawley makes the most of interior displays.

as attractive as possible, and believes that in doing so it constitutes a magnet for the buying public. People will buy their groceries where they are kept in the best possible condition, and where care and attention is given to them. Neatness is one of her first essentials, together with cleanliness, and in her opinion they have played not an unimportant part in her success.

Using Advertising Space

Using advertising space in the North Battleford paper is valuable in promoting sales, Mrs. Fawley asserts. She is a consistent user of space, and declares that gratifying results have accrued from using newspaper space. She always follows the plan of announcing prices, and believes that if prices are not given the advertisement loses much of its real value. "I always give my prices of the goods I am advertising," she told Canadian Grocer. "I find people want to know them before anything else, and talking to the people in this way undoubtedly brings business."

Mrs. Fawley very frequently backs up her advertising with a window display, as well as an interior display. This combination she has found has been very effective, and is followed regularly and consistently in the carrying on of her business. Displaying goods, advertising, and applying selling effort to lines that are not moving rapidly, are all a part of the merchandising methods of Mrs. Fawley, of North Battleford, Sask.

Solves the Delivery Problem and Saves More Than One Thousand Dollars Annually

Two Grocers in New Glasgow, N.S., Situated on the Same Street Decide to Join Forces in the Matter of Delivery, and the Plan Works Out Satisfactorily for Both Parties

NEW GLASGOW, N. S.—Not because it is a matter of such tremendous importance in itself, but because it illustrates the advantages that retailers generally might derive from co-operation with one another, a little arrangement existing between S. M. Lockhart and A. J. Roop two New Glasgow N. S. grocers, is worthy of mention.

Next Door to Each Other

Messrs. Lockhart and Roop are competitors. Not only that, but their stores are situated next door to each other. By the too commonly accepted misconception of the relations that should exist between two such merchants, it might naturally be expected that they would be, commercially at least, bloodthirsty enemies. When fate, in the guise of excessive rents, forced them both off New Glasgow's busiest thoroughfare, and set them down on the next street back, as next door neighbors, each was rather inclined to be somewhat reserved in his attitude toward his new neighbor. Neighborly competition was a new game to both and neither one showed any great enthusiasm for it. But there they were, and each had to make the best of the condition that faced him.

Being of Mutual Benefit

Casual contact with each other gradually dissipated the mutual aloofness of the competitors. Both reached the conclusion that their businesses were not suffering any adverse effects from the close proximity of their stores, and each finally discovered that the other was not only a real human being, but a really decent, kindly and sensible man as well. Then they began to see that instead of it being necessary to "cut each other's throats" in a business way, it was actually possible for them to benefit mutually by helping each other in various ways.

Continued on page 137.

Selling Easily Prepared Foods During the Fruit Picking Season a Profitable Line for This Grocer

DesBrisay & Co., in Mission City, B.C., Tells How He increased His Sales of the Cheaper Grades of Salmon.

Window Display a Big Factor in Sales

Where in Previous Seasons, He Only Sold About Four Cases of Salmon in a Comparatively Short Time This Year He Sold Thirty Cases.



View of grocery department, DesBrisay & Co., Mission City, B.C.

VANCOUVER.—Situated on the north bank of the majestic Fraser River, the little municipality of Mission City is located among the most productive fruit ranches in British Columbia, Hammond and Honey to the west, Dewdney to the east, and Matsqui, Silverdale, Clayburn, Abbottsford across the river, all during the season struggling with immense harvests of fruits and vegetables.

At Mission the canning factory receives during the season from morning till night a never ending queue of groaning waggons bringing in the fruit that the youth from all over the country has picked.

It is at this point that DesBrisay & Co., Mission's oldest general store comes into the story. Like most general stores, it is found hard to feature each department. The best that can be done is to give the grocery section a window, the hardware section a window, and a couple more windows to the clothing lines. At one period during the fruit season the grocery window was filled with a display of salmon.

G. Gibbard, the grocery manager, has had a very illuminating experience with this canned salmon business. "Ordinarily, we had sold," he said, "during these few weeks of the year, about four cases of salmon. The pickers are all here, at this time," said Mr. Gibbard, "and that makes extra work around each ranch. In the smaller ranches as well, the women folks and the children are all as busy as they can be picking the fruit, at the time it should be picked, and as little time as possible is wasted in preparing meals. We decided that there was nothing so handy at a time like this as canned meat or fish, and nothing as reasonable as canned fish. So we put in a stock of good pink salmon. We filled the window with it. We also made a display of white spring salmon, which as you know, is quite white in color—not at all resembling the familiar sockeye color, though the flavor is quite as good. In fact may say better. We had a display near the scales on the counter. Questions were asked. The price we had it marked at seemed reasonable. We started to push the sale of the cheaper grades of canned salmon. It has been going faster every week. The time was right and the fish in every single case pleased the customers—and in a short time we had sold nearly thirty cases. The fish was no better than former seasons, but we decided to push it this year and you see how well we succeeded."

Mr. Gibbard stated that when any line came in fresh, especially if it had been out of stock for a few days, a display was arranged on the counter, which invariably brought questions, and a good percentage of sales from the display resulted. The same is true of displays on a flat top table on the grocery floor. A handy display always invited inspection—created interest which can very readily be turned into sales.

It was suspected that one customer sometimes carried out more than had been entered on his bill. He had a careless habit of putting his sack, or his basket quite close to loose displays of grocery specialties, so a strict watch was kept. He was given a good chance to get in his little trick, and then he set his box, covered with a sack, on the floor, and sauntered into the clothing section. After a discreet peep under the sack, it was decided, in consultation with the young lady who had served him, that his collection had been considerably augmented after he had paid his bill. The articles that appeared to be surplus were removed from the box, and placed back on the shelves. The sack was replaced. This gentleman has not been afflicted with sticky fingers since, though he comes in quite regularly. Nor did he ever mention the incident, which would argue that the action taken was as good as any.



A typical orchard scene in British Columbia

Sell the Goods First to the Clerks

When the Salespeople Are Convinced of the Quality of an Article, It is Bound to Sell to the Public—Manager of Goodwin's Grocery Department Tells How Practical Demonstrations Help Sales

By Staff Representative of CANADIAN GROCER.

MONTREAL.—Among the best paying lines in a grocery store are the specialties. It may not be so easy to sell them as the well-known lines. It may require a little more effort, but effort and work in any business is always rewarded with profit. This is surely the case with the specialty lines since a little investigation will show that most of this class of goods return a gross margin of from twenty-five to fifty per cent., and in a few cases even more. The effort required is surely amply repaid. This is the belief at any rate of the management of Goodwin's Grocery Department in Montreal. A big effort is put forward by this firm to make big sales of specialties which J. Bailey, the manager of this department, informs Canadian Grocer, "amply repay the extra effort."

This firm makes a feature of special lines. As Mr. Bailey said, "the staple lines will sell themselves. A woman coming down town to buy her provisions, only thinks of the necessities. She is expected to be reminded of something, while she is shopping, and the merchant who brings these little things to her mind is the one who will make the sale. It does not suffice, especially in the new lines, to simply place the article in prominence. In many cases the article itself or its name does not convey any imtimation either of the utility or the tastiness of the product."

Tiny Sandwiches Sell Fish Paste

This theory seems to be justified in one of the demonstrations in that store. A certain fish paste is on sale. Its name does not altogether intimate that it is an excellent filler for sandwiches, that it has a very appetizing flavor, or in fact that it is a fish delicacy. If it is allowed to stand on the shelves unaided by a word of recommendation it will perhaps become a fixture in the store. The management of Goodwin's grocery department realize not only this, but the possibility of big sales in this line and the ability of such an article to find favor with customers. A supply of tiny sandwiches are made up and left on a plate at the front of the counter backed by a number of jars of this fish paste. The flavor is enough to convince, or at least arouse interest in the article. A word or two from the clerk and the sale is made. "The customers often admit," said one of the clerks, "that they had no idea before for what that paste was used or that it was so tasty. Without tasting it they would never think of buying it. The taste in this case is the only proof, and it ends in the majority of cases in a sale."

Demonstration Sells in Every Instance

Selling specialties usually means more profit than the regular lines. Greater effort is required to sell them, but the reward is the larger profits.

A woman on a shopping expedition usually only thinks of the necessities—but has an open mind. She is expecting to be reminded of something, and it is up to the merchant to bring to her attention these little specialties.

Practical demonstrations are invaluable in the way of introducing new lines. In many cases the article itself or its name does not convey any intimation either of the utility or the tastiness of the product.

Demonstration of a jelly powder meant sales of fifty gross a month—convincing evidence as to whether practical demonstrations pay.

Sales continue, in nine cases out of ten, long after the demonstration has been abandoned.

Two brands of flour are stocked, presumably of equal quality. Both are advertised. Only one is demonstrated. When a customer asks for flour, the girl on the telephone or the man at the counter, as the case may be, unconsciously puts down the one that was demonstrated. It lives in their memory. They had been sold on it, and remembered it above all others.

100 Packets Junket a Day

This same system is adopted in the sale of junket tablets. The woman in charge informed Canadian Grocer that it is surprising how few people know what junket is, or have even heard of it before. When a number of junket samples are made up they most certainly make a better impression on the customers, and appeal not to the imagination or to the curiosity but to the eye and the taste which is almost irresistible, especially in women. "This appeal," says Mr. Bailey, "has resulted in big sales. Towards the latter part of each week the sales will average one hundred packages a day. That means pretty fair profit and easily repays the special effort."

In speaking of this plan Mr. Cavanagh, assistant manager of the department, said to Canadian Grocer representative: "For a long time we had a demonstration here of a certain jelly powder. As a result our sales averaged fifty gross a month. On such special lines there is at least thirty-three per cent gross margin. It is not hard then to figure out that it paid to use the demonstration. The sales continued good after the demonstration was abandoned. There is a peculiar psychological effect of such an appeal, not only on the customers but on the clerks in the store. The memory of the demonstration remains in the minds of the clerks for a long time. When a jelly is asked for invariably they refer to the jelly demonstrated. The only reason that can be given for this fact is that the name of the product is firmly fixed in the minds of the clerks and is not connected with simply a colored package or a dry powder but with a clear mould of appetizing jelly. This fact means much in promoting sales. The clerks have been sold on the product and it is therefore an easy matter to sell to the customers."

Why One Brand Flour Sells Best

"This rather unusual theory," continued Mr. Cavanagh, "was clearly proved to us in the sales of flour in our department. We have two brands of flour here which seem to be the most popular among the customers. In my own estimation one of these brands is just as good as the other. They are both well known and manufactured by long established firms. We may substitute one for the other in an order at any time and have no complaints. Yet sales on one brand are three to four times the sales of the other. We advertise one just as much as the other, we keep them both before our customers yet the ratio of sales is unchanged. As far as I can see the clerks are responsible for this difference. We have checked it up out of mere curiosity and find that when a telephone order comes in for a bag of flour, the girl at the telephone, for some reason writes down the name of one particular brand for which she seems to have a partiality. The same seems to be the case at the counters. A customer asks for flour and she is nearly always quoted a price on this same brand. What is the reason? One time we had a demonstration of this flour. The name of that flour was connected with the cakes, the buns and the biscuits that were made. Perhaps too the person-

(Continued on page 135.)

Window Displays in Evening Mean Sales the Following Day

Window Lights Turned on in the Evening Bring Business the Next Day, Say Halpenny & Co., Ottawa, Ont.—How One Display Sold Several Barrels of Apples to People Who Saw Them in the Window at Night

"THERE is no doubt that the time devoted to window displays is well repaid in extra sales," stated Mr. Halpenny, of Halpenny & Co., Ottawa, Ont., to Canadian Grocer. "The real value of the displays cannot be estimated at the time, because often people have asked for an article stating that they had seen it in the window several weeks ago. Then, again, the windows are working twenty-four hours in the day. We make a practice of always having the windows nicely arranged and leaving the window lights turned on after we lock up for the night. This has been the means of bringing a large volume of extra business. For instance, last winter we put in a display of apples in barrels, and the next morning we received seven different orders over the phone for a barrel each, from people who had never been into the store. All of these people stated that they had seen the apples in the window the night before, and the best of it was that each one said that they wanted certain barrels that were in the window."

Halpenny & Co. windows are dressed by the head clerk, H. Richardson, who takes such a pride in his work that he has it down to a science. These windows have won prizes in various competitions, one of which is illustrated elsewhere in this issue. It carried off the second prize in Canadian Grocer's Christmas window contest, 1919

Quality Should Sell the Goods

Halpenny & Co. do not believe in price cards being used freely in the windows and throughout the store. They believe that the merits of the article should be sufficient to create such an interest that people will enquire about it. "The mere fact of having the price on an article will not make it sell unless the price happens to be lower than the regular," said Mr. Halpenny. "Of course, if you have something to sell cheaper than someone else, then I believe that a price card should be used. Pile the goods up in the window and let every person know about it. That, in my opinion, is the right way to handle a special. But for regular lines and for selling quality, just dress the window attractively and the goods will be sufficiently tempting to get the people inside to enquire about them."

Interior Displays Help

Displays are also used to advantage in the store, small tables and the counters being used for that purpose. Usually a table is devoted to one line which is only allowed to remain there for a short period when another line is shown. During the past summer, a new line of ginger ale was stocked. This was shown in the window, and at the same time a table was nicely arranged with the same line. The result was that people seeing the line in the window were further impressed at noticing the same line prominently displayed upon entering the store. The sales on this line have been more than satisfactory to the firm.



An attractive interior view of the store of Halpenny & Co., Ottawa, Ont. The entire arrangement, it will be noticed, is carried out to effect the finest display possible.

Coffee Mill in Window Sells 14,000 Pounds Coffee Per Year

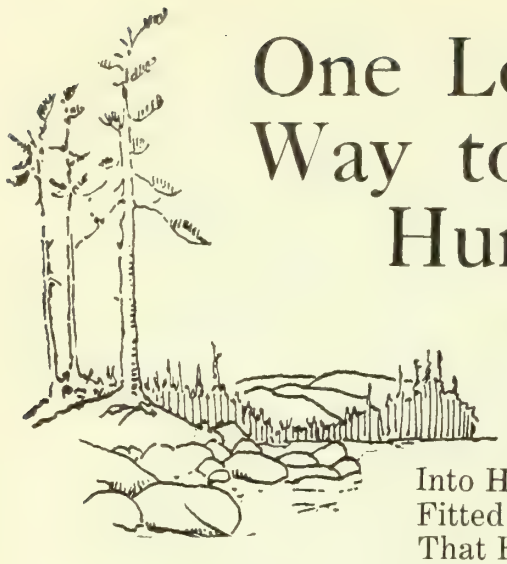
The Odor of the Grinding Coffee Entices People in to Buy—Such is the Experience of J. Bambrick, Ottawa, Ontario.

THERE is something very appetizing about a whiff of freshly ground coffee. When this enticing odor permeates the air of the street, it is liable to cause the pedestrian to look about to see whence it comes. If the cause of all this is discovered to be a coffee mill in a store window the chances are that that person so interested will drop into the store and take some of that coffee home.

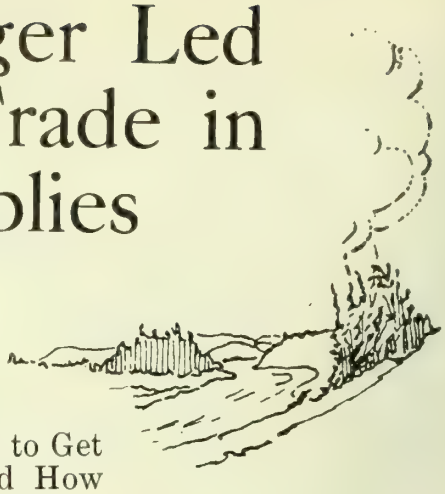
Such was the reasoning of J. Bambrick, retail grocer, Ottawa, Ontario. He has installed in one of the windows a large coffee mill which is kept almost constantly working grinding the coffee to fill the stream of orders that daily comes to the store. The odor of the freshly grinding coffee can be detected almost a half block away and upon one drawing nearer to the store it is almost impossible to resist the temptation to enter and buy some of the coffee.

"Placing the coffee mill in the window has had a great deal to do with the building up of our coffee trade," said Mr. Bambrick. "People cannot resist the appetizing smell that creeps out of the door. Our sales last year were 14,000 pounds and this year they will go considerably over that. Of course the finest mill in the world will not build a solid coffee business, unless you have quality coffee. I consider we sell the finest in the country. At least we have yet to get our first complaint."





One Lone Stranger Led Way to Large Trade in Hunters' Supplies



George Graham, 572 St. Catherine St. W., Montreal, Tells Interesting Story of How a New Yorker Came Into His Store a Few Years Ago to Get Fitted Out to Go Hunting and How That First Order Was the Beginning of Big Business

MONTREAL. — George Graham, who owns a large grocery store at 572 St. Catherine Street, W., Montreal, tells an interesting story of how, in the heart of a big city, he has attained his objective in building up a big grocery trade with campers and hunters. He caters to a large number of Montrealers and to many from the large U. S. cities who go to the Laurentian Mountains north and east of Montreal, and also as far south and east as the Moose country of New Brunswick and the Adirondacks. Every year there is a big exodus from the cities to these unpopulated parts and among other things which have to be taken in by the hunters and campers, is a grocery order which must be large enough to carry them through the season and at the same time it must be considered that back in that country the appetite is much less easily satisfied than it is in town. It is therefore interesting to note how a Montreal grocer has developed a large share in this trade not only among his fellow citizens but from visitors from the United States.

A Passing Stranger

"Fifteen years ago there were lots of big moose just sixty miles north of Montreal," said Mr. Graham to a Canadian Grocer representative. "About the first of September, parties started on their trip back to the Mountain Lakes. One day a man came into my store and in some way we got into conversation. He was evidently a stranger in Montreal and told me that he had come up from New York to hunt moose north of here. He asked my advice about his supplies and we got an order together. I took a personal interest in that order, and that night we shipped it back to a point as near to the lakes as the railroad could take it. Some time later this man came into the store to tell me of his holiday and to express his thanks for the satisfactory handling of the order. Nearly a year passed and another man called into the store and handed me a letter of introduction from my customer of the previous season. He too was going north for a little hunting trip and on the recommendation of his friend came to me for his grocery order.

Telling One Another

"Each year a few new customers came for their hunting supplies as a direct result of the first satisfied customer. As the years passed, the numbers doubled and trebled. The country covered spread out farther and farther, as the hunters were forced to follow their game farther north and eastward. This season we have received several wires and telephone messages from New York just instructing us to repeat last year's order. We keep them all on file and we know the address of each lodge. These orders are all big and mean a lot in the business. They do not require any more trouble than the local orders, perhaps not as much. The original lodge has grown in proportions now, until it is a little community with its hotel owned by the hunters. They now bring up their wives and families and spend from one to three months in the wilds. A little thoughtful attention and personal interest in the first place have insured this yearly business which now extends nearly two hundred miles north and as far as three hundred miles east, even down into New Brunswick. A satisfied customer is the best advertisement a store can have and the influence of one customer cannot be over-estimated."

The attention and care given the filling of the first order for hunters' supplies by Mr. Graham meant for him the building up of a large trade in these particular lines. "It is a striking lesson," Mr. Graham declared to the representative of Canadian Grocer, "as to what profitable results follow service, whether it is dealing with customers who are buying only supplies for the hunt, or our regular city trade. It is always my idea to give the best possible service to my customers, that personal attention that means so much in the creation of a confidence between the merchant and the buyer. It not only means a great deal in the maintenance of business, but it is one of the best advertisements we have. Just as in the case of the first hunter, the satisfied city customers likewise tell others about our store, and so our business grows. Building a reputation for service and attention pays gratifying returns, and it is one of the best assets any grocer can have."

Mr. Graham told Canadian Grocer that his city trade was on a very large scale, serving a big section, and that the biggest factors contributing to its success have been just such a service as he has referred to in this article, combined with the fact that he carries a stock of goods of the finest quality. He has made a point of selling only what he himself considers reputable lines, adhering very strictly to such a policy.



Where Fish and Game Abound to Attract the Sportsmen From Many Parts of America



One of the beauty spots in the wilds of Quebec Province. Hundreds of hunters are provided with supplies by Montreal merchants on their way to their annual hunt.

"Let the Customer Feel That You Are Taking a Personal Interest in Her Buying," Says Quebec Merchant

A. Grenier in Quebec City Believes That Service is Always Appreciated—When a Grocer Recommends a Thing to a Customer, and It Turns Out Satisfactorily, She is Always Grateful—A Cheery Manner Too is a Great Business Getter.

QUEBEC.—At first thought it may not seem possible that the geographical situation of a town or city may mean much to the expansion of a grocery business, yet on second consideration this may be seen to be the case. Canada is noted for its hunting and fishing. Its innumerable lakes, streams, and forests attract many visitors each year from across the border. They do not bring their provisions. They buy them at the town or city nearest to their destination. The situation of that city with regard to these lakes and hunting districts may mean much to the grocer who will take advantage of the opportunity and who realizes the amount of money that is brought into our country every year in this way.

Quebec Grocer Bids For Trade

One of Canada's most popular hunting and fishing grounds lies north of the old city of Quebec in the Lake St. John region. A. Grenier, a grocer at 94 St. John street in that city, has realized that every year a large trade may be done with these visitors, if only it is sought in the right manner. J. Grenier, who is manager of this store, which is known under his father's name, A. Grenier, in conversation with a Canadian Grocer representative said: "It is surprising how much money is spent every year by those who come north and east to spend their vacations hunting and fishing. The season lasts from May until late in October. The summer months brings the vacationists and the fall brings the hunter. The air in these forest regions is a wonderful tonic for the appetite, and it is proved by the grocery orders that result. When we first took this matter into consideration and planned to get our share, we questioned ourselves as to what the campers wanted most, what would appeal to them most of all.

"I came to the conclusion that above all things, service, attention, care, are what they wanted most. It is a most exasperating thing to get away back north, away from every store, and find that there is no salt in the provisions. The grocer can do much, can help much by seeing that these little things are not forgotten, by showing that he is really interested in the order. He can make little suggestions that will be appreciated and remembered by his customer. I always make it a point to remember that if a stranger comes into the store I may, through him, be able to increase my business. He may only want some very little thing, but if our attention and service pleases him he will come again. It is surprising the influence one pleased customer can have in directing business to your store. On the other hand, if he is displeased, his influence may be just as great in the other direction. It always pays to give service in every detail, to be courteous and attentive to every customer. It is quite true that a woman would rather walk

five blocks than go to a store where she has been once offended. These campers and hunters who visit us every year are nearly all personally acquainted. They become acquainted up in our northern wilds. If one man is particularly pleased with the service that is given him, he will surely tell his friends. That means more business. This service, if made, will permeate every branch of the business. It will be as evident as the name on the store. It will be a trade mark.

Service In Selling

"There are many ways of showing service. The first way is to be able to speak intelligently about every line in the store. I have made it a practice to try everything in my own home. Then I am in a position to speak from experience when asked about the different lines by my customers. When a man speaks from experience and therefore with conviction, it is quite evident to the customer. He is then not afraid to stake his reputation on a recommendation. A grocer can sell anything that he himself is sold on. If he believes absolutely in the merit of a product he can easily convince his customers. This leads to a second point of service in selling. When a grocer recommends a thing to a customer with which he or she is afterwards pleased, the customer then feels that the grocer is taking a personal interest in his other buying, and is always grateful. Added to this there is nothing so effective as a cheery manner, a pleasant smile, or a personal touch to the conversation. A reputation for a cheery, business-like manner and a smile is a wonderful business-getter.

Service in Delivery

"There is nothing like service in delivery, particularly with the class of customers I have been referring to, the hunters and campers. If there has been any mistake in their order, they cannot call up and ask for something that has been forgotten. When we take an out-of-town order, which generally takes four or five cases, we first pack case No. 1, which will contain the first day's provisions. There is nothing so provoking as to get back to the camp or having pitched your tent in the woods to have to open five or six boxes to get a loaf of bread, a can of salmon, some bacon, or sugar or butter. We have studied this and therefore pack the first day's provisions in one box, taking care to have everything in that box that may be needed the first day. This has been very pleasing to our friends, the campers, they have told their friends and each year new names are added to our list of out-of-town customers. The other boxes are all packed, keeping track of everything in the case and listing it under the number of the box. This list is made out in duplicate, one going to the customer and the other for our files. In this way the campers know just what is in each box without opening it. If one of the boxes is missing at its destination, we are just notified of its number and we are able to duplicate a file claim against the express company for the exact loss and so make a double sale. Service pays in more ways than one. It is a bond no weaker than a contract between the dealer and his customers.

Service in Personal Matters

"A reputation for service often leads one away from his business into personal matters, and while this takes time and does not yield a direct profit, it certainly pays. I have been written to by a customer away back in the woods asking me to go out and buy him a bed and a mattress. It took a little time and trouble, but I consider that it was proof that ambition to show service was evident to my customers. That customer will never forget. He will likely tell some of his friends when he is relating his experiences of the summer, or telling of the big fish he caught. I feel sure then that if his friends are tempted to come up here the next season I will have their order for provisions. I am well satisfied that service is a necessity above all things and that it never goes unappreciated or without its reward.

Credit to Unknown Customers

"Some men might think that it is poor business to give credit to these strangers. Well, they are only strangers for one season. The next season they are good customers. I have received mail orders from men whom I have not seen before, who have heard of our service from their friends. They generally mention who has recommended them to us and that serves as an introduction. Many of these initial orders mount up to three and four hundred dollars, some of the older customers buy as much as a thousand dollars' worth at once, and never in all my experience with these visitors have I lost one cent. Two years ago I got a letter from a man whom I did not know saying that he wanted to get some tobacco and that a friend, who was a customer of mine, had suggested that I would get it for him. The order amounted to over seven dollars in cigars and cigarettes. I sent it to him, but for a year I had no reply nor any settlement. I came to the conclusion that at last I had made a mistake. The next season this man came into my store and introduced himself as the man who had ordered the tobacco. He had been called away suddenly before the tobacco had arrived and expressed his sorrow at not having paid the bill before. To-day he is one of our best customers and my theory still holds. Service is a moral bond as effective as a legal document."

Mr. Grenier showed his books to the Canadian Grocer representative on which were orders for provisions all shipped north to campers, mostly Americans, amounting to many thousands of dollars. The big yellow shipping card which bears the destination of each shipment and the number of the box is eight inches by four inches and is marked perishable.

TALK INTELLIGENTLY ABOUT EVERY LINE

"There are many ways of showing service. The first way is to be able to speak intelligently about every line in the store. I have made it a practice to try everything in my own home. Then I am in position to speak from experience when asked about different lines by my customers. When a man speaks from experience and, therefore, with conviction, it is quite evident to the customer. He is then not afraid to stake his reputation on a recommendation. A grocer can sell anything he himself is sold on. If he believes absolutely in the merit of a product he can easily convince his customers. When a grocer recommends a thing to a customer with which he or she is afterwards pleased, the customer then feels that the grocer is taking a personal interest in his or her buying, and is always grateful. Add to this, there is nothing so effective as a cheery manner, a pleasant smile, or a personal touch to the conversation. A reputation for a cheery, business-like manner and a smile is a wonderful business-getter."—A. Grenier, Quebec, to Canadian Grocer.

SERVICE, ATTENTION AND CARE COUNT MOST

"There is nothing like service in delivery, particularly with hunters and campers. I came to the conclusion that, above all things, service, attention, care, are what they wanted most. It is a most exasperating thing to get away back north, away from every store, and find there is no salt in the provisions. The grocer can do much, can help much by seeing that these little things are not forgotten, by showing that he is really interested in the order. He can make little suggestions that will be appreciated and remembered by his customer. A customer may only want some very little thing, but if our attention and service pleases him he will come again. It is surprising the influence one pleased customer can have in directing business to your store. On the other hand, if he is displeased, his influence can be just as great the other way. It always pays to give courteous and attentive treatment to every customer. A woman would rather walk five blocks than go to a store where she was once offended."—A. Grenier, Quebec, to Canadian Grocer.

"Quality and Service Make Trade"

At the end of eleven years, two grocery clerks, after starting in business for themselves, are conducting four grocery stores in the city of Saskatoon, as well as a large mail order house carrying on trade with the farmers for miles around. They believe that quality and service are the most important factors in the successful conduct of any grocery business. They claim there is still a place for the service grocery, and have built their business with the idea of careful attention in the way of waiting on customers and in the matter of delivery.

T. W. Butcher and T. Carson, Saskatoon, Sask., Have Built Up a Big Business, Operating Four Stores and a Mail Order House—Reaching the Farmers by Mail, Making a Point of Shipping Goods the Same Day as Order is Received—Give Customers the Benefit of Seven Deliveries Daily.

IN 1909 T. W. Butcher and T. Carson, Saskatoon, Sask., were working as clerks in the same grocery store. To-day they are partners in a business for themselves, operating four stores in the city of Saskatoon, as well as a mail order house. It was in 1915 that they launched out on their own account, purchasing what is now their main store on Second Avenue, Saskatoon. Their other stores are situated in the residential district, with the idea of serving different sections.

Quality and Service

"Quality and service have been the big factors in building up our business," remarked Mr. Butcher to Canadian Grocer. This firm does not believe in the groceteria idea, asserting that there is still a big demand for the service grocery, the majority of the people demanding attention in the store and delivery to their homes. "Our delivery service is well organized," continued Mr. Butcher. "We have seven deliveries a day, and twice a day the truck delivers to any part of the city. People, we find, appreciate this regular service delivery, and the fact of being able to accommodate them in this way has meant much to the progress of our trade. Our clientele does not object to paying for this service, and where people are willing to pay for it, it pays to give it. It advertises in a very effective way.

New Displays Daily

"We pay particular attention to our windows, and the displays are changed every day. If we did not think that the windows pulled in a good deal of business we would move to a back street. Our rent is estimated largely on the basis of the position of our windows, and if they were not making satisfactory returns, there would be no reason in staying here. Window displays are valuable, and certainly bring business. The main store being situated downtown, the windows are particularly an asset, and attract a good deal of 'catch' trade. Women down in the business section in the afternoon are very frequently attracted by something they see in the windows, and are tempted to take something home with them. We have attracted a good many new customers in this way, often retaining them as permanent ones. A great deal of our business is done over the telephone, however, but very often a customer mentions having seen something in the window while downtown."

Use Advertising Space

Butcher and Carson are regular advertisers in the daily papers. They use space practically every day. It is not their idea to make sensational advertisements, offering goods at cut-rate prices and such like, but they always keep their advertisements fresh and timely, featuring some seasonable lines. It is their policy to advertise about 20 articles, that is giving the prices of that number, each day. They always mention prices, and believe grocery advertisements that do not mention prices are not worth while. This firm makes a specialty of selling Old Country goods, foodstuffs that are particularly known as reputable and trustworthy. Selling these imported articles is a regular thing in their stores, and selling effort that brings results is applied to new goods that can be recommended by the management. "It is no trouble to sell a new line if you are convinced that it is worth recommending. At once you have established the confidence of your customers, the salesman can make sales."

Butcher and Carson, Saskatoon, pay particular attention to the matter of dressing their windows. The displays are changed every day. The windows make returns all the time, according to their theory. If the windows were not a valuable asset, they declare, they would move off the main street. They attract "catch" trade, that in many instances has meant the gaining of a permanent customer. Women downtown in the afternoons are, in nine cases out of ten, attracted by something they see in the window, and usually do not go home without making a purchase. There is no doubt but windows properly used are money getters.

A Mail Order Trade

Butcher and Carson have a large warehouse in Saskatoon, and it is from it that the big mail order business of the firm is carried on. This mail order business is really getting after the farm trade. The catalogue circulated through the farming communities for

(Continued on page 135.)



Butcher & Carson operate four stores in Saskatoon, as well as a mail order warehouse. This shows the interior of the main store.

Capitalizing the Social Season in His Town

T. A. Rowat & Co., London, Ont., Feature Special Lines During Winter Months for Social Affairs—Coffee Sales in One Year Are More Than 15,000 Pounds—Make Coffee a Leader in Their Advertising—Other Lines That Sell Well for the Tea Party.

IT WAS in the year 1903 that T. A. Rowat & Co., London, Ont., commenced to realize that their coffee business was growing to such proportions that the method of grinding by hand was obsolete. In those days the store was equipped with a large "man power" machine that required two men to operate and occupied from two to three hours of their time each morning to grind sufficient coffee to carry them into the middle of the afternoon. When the coffee which was ground in the morning was all sold, another lot had to be ground. This invariably happened during the rush hours and was the cause of a great deal of inconvenience, not only to the customers, but it had the effect of disrupting the whole organization, as men had to be taken from the work of assembling orders to grind coffee.

The next step, then, was to procure other means for grinding the coffee. At that time the electric mill was not the vogue, and the very large mills in use by manufacturers were driven by steam power. Rowat & Co. then devised a plan whereby the hand mill was converted into an electric power machine by connecting it with a two horse power motor in the basement.

Installed an Electric Motor

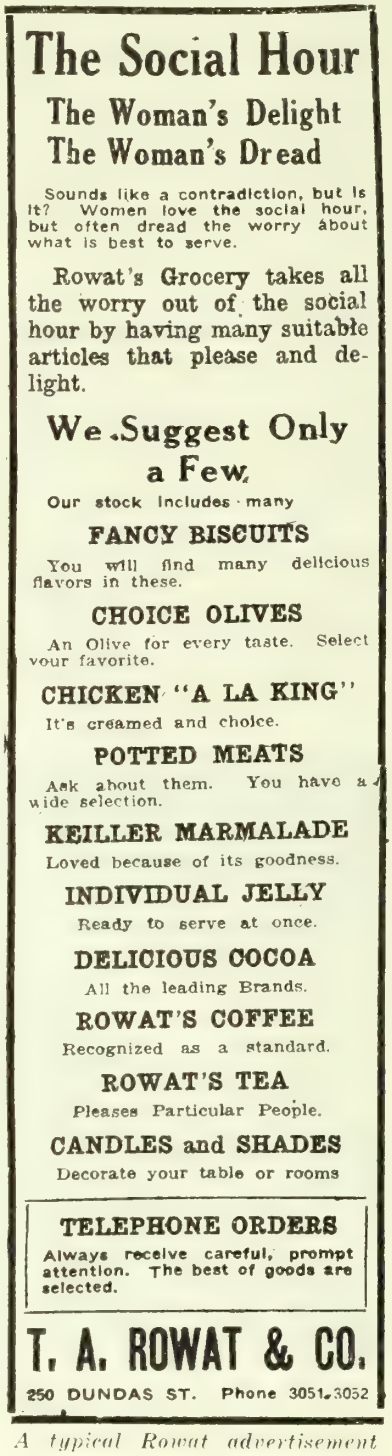
A special quarter-cut oak counter was constructed, which had special compartments underneath for the ground coffee, and also the bean. The mill was placed underneath with the hopper protruding through the top of the counter. It was thought at first that the coffee could be ground as sold, but this required so much time and also the inconvenience of one clerk waiting for another to finish grinding before he could serve his customer, that this method was soon abandoned. One clerk was detailed to look after coffee, grinding probably enough for a half day's business at one time.

Capitalized the Idea

From this time on the coffee business of T. A. Rowat & Co. has been one of steady growth. The use of an electric mill at this time was somewhat of a novelty in a retail store and the firm proceeded to capitalize it for all it was worth, featuring the idea in their advertisements to the effect that "Rowat's coffee now being ground by electricity, is finer and more evenly cut, which tends to bring out that delicious flavor. Customers can now have their coffee pulverized, medium or coarse cut just as they prefer."

"One of the reasons that our coffee business has grown to such proportions is because we have kept persistently at it. Our name is constantly before the public. We rarely use an advertisement without mentioning coffee," stated Mr. Rowat.

Rowat & Co. have built up a reputation for coffee, and no doubt the reason mentioned above coupled with the fact that the firm watches the quality very carefully has something to do with their success. This reputation is not confined to London alone. Their customers reach out for many miles, their orders arriving by mail and are shipped parcel post.



A typical Rowat advertisement

15,151 Pounds in One Year

To give some idea of the amount of coffee sold, it might be mentioned that in the year commencing July 2, 1919, and ending June 30, 1920, the sales amounted to 15,151 pounds. The month of December had a record breaking sale of 2,028 pounds. Rowat & Co. buy their coffee in the green state, have it roasted by expert coffee roasters and blended in their own warehouse. In this manner the coffee is always kept at a uniform standard of quality. Coffees of the same kind vary greatly in quality. Even different shipments from the same garden will show a difference in flavor, but by testing each kind when a new shipment arrives and changing the blend to suit, the high quality and flavor is maintained.

Candles and Shades a Feature

Another feature in the Rowat store is the particular attention that is paid to the entertaining season. New lines are constantly being added to the stock that are specially adapted for home entertaining. It might be a new biscuit, a sandwich meat, or something for a salad. They are always on the alert for new lines and never hesitate to stock a line that shows quality and merit. The selling price in this instance is never considered. They have confidence in their selling ability and their customers have the same confidence in them, knowing that anything the firm offers and recommends as quality goods they can depend on.

One of the many lines that Rowat & Co. have been specially successful in handling is fancy candles, candle hold-

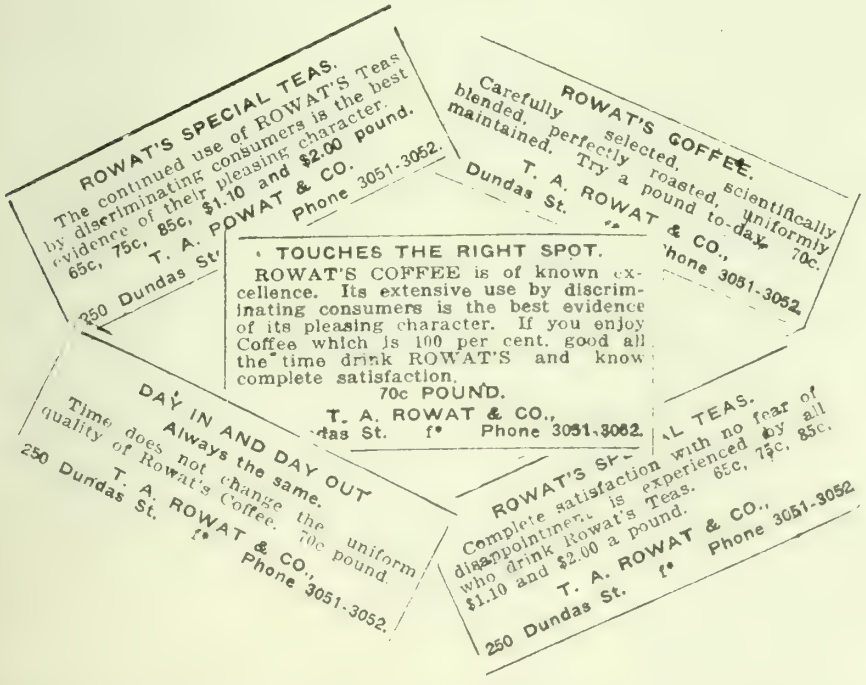


The attractive interior view of T. A. Rowat & Co.'s store, London, Ont., showing the convenient arrangement of the store equipment.

ers and shades. These candles and shades comprise many shapes and colors so that the hostess can readily harmonize the lighting effect with the color scheme of the table decorations.

Selling Christmas Specialties

The selling of Christmas crackers and Santa Claus stockings is another feature of this store. These are two lines that show a handsome profit, and Rowat & Co. take particular care to map out a selling campaign that brings big results in that sales have increased from year to year. Some three weeks previous to Christmas, window and interior displays are arranged with these lines, advertisements are also inserted in the daily papers. A few years ago the retail prices of the lines stocked ranged from ten cents upwards. Selling efforts, however, were concentrated on the better and more expensive lines to such good effect that last season the firm did not stock any of the cheaper lines and found that by so doing the volume of business was greatly enhanced.



T. A. Rowat & Co., London, Ont., have built up a big coffee business. Advertising such as the above has played a big part in securing this trade.

QUALITY AND SERVICE

(Continued from page 133.)

miles around is an attractive and comprehensive booklet, giving in detail information and prices of every line carried by this firm. Butcher and Carson state that they have built up a business with the farmers that is now reaching a very large turnover. All orders are filled on the same day as received, and if goods asked for are not in stock, substitutes are sent unless instructions are otherwise. Trading with the farms involves a reciprocal arrangement, the firm buying large quantities of butter and eggs from them.

Scales and equipment generally throughout their stores are of the most convenient type, and have been installed with a view to rendering the best possible service, facilitating the serving of customers to the greatest extent.

SELL THE GOODS FIRST TO THE CLERKS

(Continued from page 127)

ality of the demonstrator had something to do with friendliness toward this brand that seemed to stay with the clerks; or perhaps the name of the one is more euphoneous than the other. Still the fact remains that beyond a doubt the staff was sold on that brand and to-day its sales are very nearly four times the sales of the other which I think is quite as good. We have certainly found that it pays well to demonstrate, to put effort behind sales. If a certain line seems to be dull give it an extra effort. It will at least show you whether it is saleable or not. By a demonstration the name of the product is given reality.

Selling Only Top Quality Goods

J. H. Caskey, Campbellford, Ont., believes that a price consideration is not as important as the fact that the goods should be the best obtainable. "Give the people quality, and they will remember the quality, long after the price is forgotten," is advice, Mr. Caskey asserts, that can be followed with profit. A customer will not make strenuous objection to the price, if she is satisfied that she is getting a reputable line of first-rate quality. Makes a special feature of introducing new lines that commend themselves to him. Sales are built up in this way.

"I BELIEVE that quality is of more importance than a price consideration," remarked J. H. Caskey, of Campbellford, Ont., to a Canadian Grocer representative recently. "It was in the columns of Canadian Grocer," he continued, "that I read some time ago, give your people quality, and they will remember the quality long after the price is forgotten! That impressed me more than anything I have read or heard in a long, long time. The sanity and reasonableness of the statement appealed to me, and in the days and months that have followed, I have endeavoured to make it the basis of my merchandising. I am proving every day the truth of that remark. Give the people quality and they will remember it long after the price is forgotten. There is a wealth of meaning in those words for the average grocer, and I believe that ever since my attention and interest was first attracted to them, they have meant profit in my business.

Satisfaction the First Essential

"A customer will not make strenuous objection to the price, if she is satisfied that she is getting a reputable line of first-rate quality. True the price must not be extortionate, nor boldfacedly unjust, but I have found my customers will, more often than otherwise, pay a figure for an article in excess of a price asked for what they believe is an inferior grade. Of course I endeavor to carry only high-grade goods. My buying public consists, in a large measure, of discriminating people. That is, they are people who do not object to paying the price, in order to get the better quality lines. When a grocer pleases his trade with a certain line of goods, it provides a good selling argument for other articles. Pleasing people in foodstuffs is sometimes difficult, but once done, it afterwards becomes easier. A confidence is established, and that is of first importance in the success of any grocer."

Selling a High Grade Bacon

Coming to specific instances, Mr. Caskey told Canadian Grocer that he carried one particular line of bacon. "It is a top quality line," he added, "and I think it is the best that can be bought. I sell it right along to my trade. They are well pleased with it, and I sell as much as one hundred pounds a week."

"Why do you sell that bacon, chiefly, in preference to other brands?" Mr. Caskey was asked.

"I believe it is of first quality, and well in keeping with my endeavor to handle only high-grade goods. I have been selling it now for some time. The people are well satisfied with it, and there is no doubt but it has been the means of selling other lines for me.

"Just how do you mean that bacon has sold other lines for you?" the Grocer representative interrogated.

"As I said before, it is essential to a grocer's success to create a confidence between his clientele and himself. Well if I have done it, in the matter of bacon, it can be done in regard to other goods. I carry a certain line of biscuits, certain brands of salmon or other canned goods. I am convinced of their worthiness, and am personally of the opinion that they are reputable lines, feeling no hesitation in recommending them to my customers. Of course I do carry a few other lines, having them if my customer demands them. But in the matter of selling, I stock and push certain articles, for which I myself will vouch as to quality and genuine satisfaction. Where you are well pleased with a thing yourself, you naturally like to tell others about it."

Five Years in Business

Mr. Caskey has only been in the grocery business in Campbellford for the past five years, occupying a very central location and catering to a large town and country trade. His premises present an attractive appearance and coupling service with his idea of specializing in only top quality goods, he has built up a trade of a very high order. "People will pay the price if they get what pleases them, and if they get service along with it," Mr. Caskey reiterated. "They forget about the price, but the memory of having purchased something that didn't turn out as they expected sticks. Yes, it is a wise plan to be sure of the quality first, and the price will not be a serious objection, providing it is not beyond a reasonable and just profit."

$1,000 Per Month

Mr. Caskey's turnover is averaging four thousand dollars per month, or approximately fifty thousand dollars annually. He endeavors to turn his stock over at least once every month. He does not load up with stock he cannot sell. He keeps all his stock moving, and as this article indicates, he makes a special point of selling and introducing lines that commend themselves to him. If there is a new food product comes on the market, he believes in giving it a trial first himself, and then in making it known to his customers. Sales are built up in his store, in this way, and he believes a splendid source of increasing profits is available for the grocer just in this way—getting behind new lines that can be recommended.

A Grocery in a Hotel is Proving a Good Combination

Running an hotel and grocery is a good combination, according to George C. Lembke, proprietor of the Hotel Armstrong, at Armstrong, B.C. He has been conducting a grocery in his hotel now for the past few years. Recently in conversation with a representative of Canadian Grocer, he remarked that in one instance he knew it was an advantage, and that was in the matter of losses from fresh fruits and vegetables. These he never encountered, for if they are not sold in the store they can be preserved for the hotel.

Two rooms of the hotel are utilized for the store, and Mr. Lembke, in opening, installed equipment of a convenient type, and his store presents a very attractive appearance.

"It costs twice as much to live as it did 50 years ago."

"Well, I'd rather be paying double now than have paid half then."—Life.



J. H. Caskey, Campbellford, Ont., uses his windows to the best possible advantage, dressing them with seasonable merchandise. This illustrates the attractive arrangement at Thanksgiving.

Selling Delicacies for Afternoon Teas

J. H. Caskey, Campbellford, Ont., Increases Sales of High-Grade Lines During the Social Season in His Town

"THE fall and winter months are a good time to sell certain lines that are suitable for parties and social evenings," remarked J. H. Caskey, of Campbellford, Ont., when asked by a representative of Canadian Grocer as to whether he made a special effort to sell lines that are particularly wanted for affairs of this kind. Mr. Caskey makes a point of carrying goods of the finest quality, and his trade, he states, is discriminating, and buys luxuries freely. "During the social season, I make a point of pushing certain lines that I know will take well," he added. "As soon as I know people are beginning to entertain, I start to advertise in the town paper, featuring such lines as a certain preparation for sandwiches, potted chicken of a reputable make, dainty biscuits, both Canadian and imported lines. I am carrying a certain line of potted chicken that sells at a high figure, a price that you would think was too high to attract many people. But it is only for special affairs that people will buy it, and I sell a good deal of it during the fall and winter months.

"I am also getting a certain English biscuit that was off the market during the war, and they are selling well. When people know you carry such a line, they come here for them, and there is no doubt about it, high-class lines, such as these biscuits, help to sell other goods for you. When a grocer establishes a reputation for good goods, he will find that people will advertise his store for him. They will tell others that I carry a certain kind of biscuit, or that I have potted chicken, that made delicious chicken salad at the last tea party, and so on. It pays to carry the best available, and it certainly is good business to cater to people's needs for social affairs. There is a good revenue in these lines for the average grocer, and besides, as I said before, they sell other goods for you."

SOLVES THE DELIVERY PROBLEM

(Continued from page 125.)

The cordial relations that had developed between Messrs. Roop and Lockhart last fall made it easy for them both to see that each was paying out just twice as much as was necessary for delivering goods to customers. Mr. Lockhart owned and operated a horse and wagon, while Mr. Roop delivered his orders in a small auto truck. Very clearly the truck could do all that the team and truck both were doing, since both outfits were travelling over the same territory several times a day and frequently crossing and paralleling each other in their routes. Temporarily, at least, the team could easily be dispensed with. But the winter delivering had to be considered, and motor trucks run no better on the ice and snow covered streets of New Glasgow than they do on such streets in other Canadian cities and towns. So "Dobbin" could not be altogether discarded. The result of the joint consideration of the question was that it was arranged that Mr. Lockhart's horse and wagon would deliver goods for both stores in the winter and Mr. Roop's truck would render the same service in the summer, and that the two merchants could split the expense between them. The overhead of "Dobbin's" summer vacation has been avoided by letting him work for a farmer.

The arrangement has worked out in a perfectly satisfactory manner to both merchants. The real point of the story is that Messrs. Lockhart and Roop, between them, are saving more than $1,000 a year on delivering goods to their customers. A merchant who is too prosperous to save $500 a year or more by cultivating the good will of, and co-operating, where it is practicable to do so, with his "competitor," has nothing to learn from this story.

UP TO THE HEAD OF THE CLASS

The school visitor was asking the class a few questions.

"Now, how do bees dispose of their honey!" he inquired.

"They cell it," announced the clever boy of the class."

Alberta Retail Firm Claims Cash Plan the Best Way to Combat the High Cost of Living Problem

Conger Bros, Phillips, Alberta, Announce to Their Trade That Cash Payments Must Henceforth Be Their Plan of Doing Business—Assert That the Demand on the Part of the Public for Lower Prices Calls for Action and the Way to Effect This Request is to Eliminate Credit.

"THERE is an urgent demand on the part of the public for goods at lower cost. The cost of distribution must be reduced, and the consumer must get his goods at prices closer to those the manufacturer receives for them. We have come to realize that we must meet that demand, otherwise trade which might be done in Phillips will go to Edmonton or to mail-order houses elsewhere.

Credit Business Must Go

"Having determined to meet that demand and give our customers goods at prices which would leave no incentive to send money away from Phillips, we have carefully looked over the situation to find what changes we could effect in our business which would enable us to work on a greatly reduced margin of profit and afford more efficient service to the public. We could only reach one conclusion: Our credit business must go. If we are to give values equal to those of the mail-order houses and others who are meeting the demand for distribution at lower cost, we must adopt their methods and eliminate all credit business.

Turning Capital Oftener

"We figure this way: Suppose we sold all our goods on credit averaging say six months. Obviously we could turn our capital only twice a year. On the other hand, if we sell for cash only, we can turn our capital just as often as we can sell the goods and replace them—anywhere from four to twenty-six times a year, depending on the nature of the goods—say ten or twelve times on the average. It follows that if we can make ten or twelve profits a year, or even six, we can work on a much smaller margin of profit than if we only got two profits. And besides, there is the cost of bookkeeping and other expenses incidental to giving credit. We would rather make three or four small profits than one big one, and it is sure better for our customers.

"It is clear that if we were to continue to sell both for cash and on credit we must do one of two things: We can have one set of prices for our cash customers and another and much higher set of prices for our credit customers; or we can continue to sell both at the same prices as we have been doing in the past, in which case the cash customer carries part of the cost of the credit service given to the credit customer. This is not fair to the cash buyer, and besides he won't stand for it much longer. It isn't practicable to have two sets of prices. Anyway, the credit customer wouldn't want to buy on credit if he saw just how much the convenience was costing him. And he doesn't really need the accommodation in most cases. Credit is an expensive habit rather than a necessity.

"Considering all these things, we have reached the decision that, beginning Monday, November 1st, we will sell for cash only. On and after that date, under no circumstances will we sell any goods on credit. A rule of this sort, if established, must be rigidly observed. It would be obviously unfair to make any exceptions.

Benefits Our Customers

"Our relations with our credit customers have been exceedingly pleasant in the past, and we would just hate to lose their trade; but we simply can't continue to give them this accommodation without doing injustice to our cash trade. We hope that every one of our former credit customers will continue to deal with us after October 30th, but on the new basis. We feel certain that a trial will convince them that the change is all to their advantage.

Asks Co-Operation

"In order to carry out to the fullest extent our determination to afford our customers better values and more efficient service, we must be in a position to take every opportunity to buy to the best advantage. This necessitates our having more of our resources in immediately available form—that is to say, in cash rather than in the hands of our customers in the form of accounts owing. We must have cash to carry on. We therefore frankly appeal to all who owe us accounts to help us by paying up at the earliest date possible. If not possible to make immediate settlement in full, we would urge that as much as possible be paid at once. We just hate to inconvenience any of our old customers; but we really need the money. If you owe us anything, help us out — we will appreciate it. And don't forget, we want your trade for cash; and we are going to make it pay you to give it to us.



How One Merchant Increases Sales on Ammonia Powder

"Occasionally we have a customer ask which ammonia powder is the strongest," stated F. Dracup, manager, Danforth Avenue Dominion Store, Toronto. "And to prove to her that ——— brand is the strongest I take a small portion on the palm of my hand, moisten it and rub it up with my finger. This brings out the ammonia fumes and it is very easy to distinguish which brand is the strongest. Demonstrating the test in this manner always results in a sale for ——— brand."

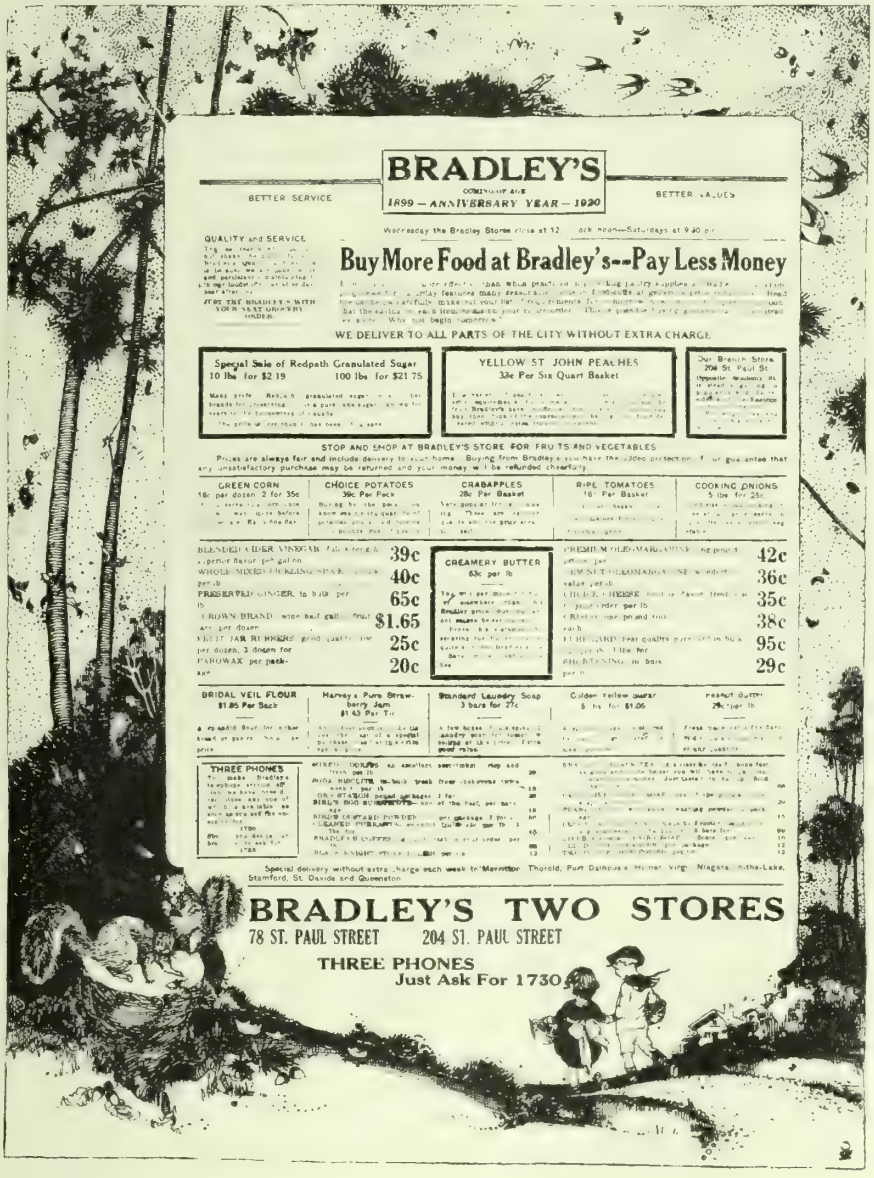
GETTING HIM IN WRONG

"You seem to hate that fellow Smith," said Brown. "What is the trouble between you and him?"

"I introduced him to my wife the other day," replied Jones, "and the gabby boob had to say: 'Why, I thought that the lady you were with in New York was your wife.'"

"Advertising Essential to Success"

BRADLEY AND SONS, St. Catharines and Niagara Falls, Ont., are enthusiastic believers in the value of advertising. The advertisement reproduced on this page was a full page advertisement in the St. Catharines Daily Standard. This was the first time that a page of advertising was ever used in St. Catharines by a grocery firm, but the Bradleys believe that grocers, like dry goods merchants or any other kind of merchant, can use advertising space advantageously and profitably.



Twenty-one years ago, Bradley & Son started a small grocery business at the corner of Centre and Court streets in St. Catharines. It was not a business centre, neither at that time nor since, but the firm at once commenced to use newspaper advertising in the Standard. It was only a two-inch ad. but it was changed daily, and it was persistent—it never stopped. From that day, twenty-one years ago, until to-day, the firm has gone on developing a great business, which has broadened into three stores, in good locations—two in this city, and one in Niagara Falls. It has gone on increasing its advertising expenditure, until now it is probably the second largest user of advertising space in this paper. Its advertising outlays have been methodically and continuously developed.

There are three things which are essential to business success, Mr. Bradley declares, the place, the goods and the publicity. Given these three essential features, combined with good business judgment and keeping faith with the public, success is sure to come. He believes that to-day the greatest outstanding business successes in a commercial way are those which judiciously and persistently use advertising space in newspapers of known and proven circulation—papers whose coming is awaited with interest and expectancy by all the people the advertiser is desirous of reaching.

Building a Big Demand for Prunes

Presenting Dried Fruits in an Attractive Manner Means Much in the Matter of Sales—Selling Tons of Prunes Every Year is a London Merchant's Experience.

A WOMAN recently went into a grocery store and enquired of the clerk for prunes. The clerk escorted her to the front of the store, near the window where the prunes were kept, but before locating the prunes the clerk had to shoo the cat out of the box. The woman said she had changed her mind and didn't think she wanted prunes that day and walked out of the store. The prunes, apparently, did not appeal to her when she discovered that the cat was accustomed to take its afternoon siesta in the box containing them.

This is no doubt an exceptional instance, but it is a fact, nevertheless, that many merchants consider the prune a mere incidental, being very careless in the method of handling them and making no special effort to boost the sales of this profitable line.

There is a vast difference between the prunes that the veteran grocer remembers and the plump juicy fruit that is now produced in the Sunny South. The writer recalls the time, when a lad learning the grocery business, prunes were imported from France and Italy in barrels. These prunes were packed into the barrels so firmly that the only possible way of getting them out was to strip the barrel of its staves and rip them apart with a pair of tongs.

These prunes were wrinkled, hard and sour, and were sold principally to boarding houses as a cheap fruit, hence the name, "boarding house prunes." The prunes sold to-day are vastly different, ranking with the finest products of the land and deserve an honored place on any table. Merchants who have taken this fact into consideration and are handling their prune business carefully and in the same method as other high grade merchandise are building a solid reputation for selling quality goods.

Such is the experience of T. A. Rowat & Co., London, Ont., who are selling tons of prunes a year, simply because they consider prunes a valuable article of food and recommend them as such to their customers. This firm, for the last couple of years, has been selling practically all the twenty to thirty size. They point out to their customers that the larger sizes, although a little higher in price than the smaller ones, are better value in the end, as they are more meaty, have a small pit and a finer flavor. However, there are many people who prefer the smaller sizes. Whether the merchant should sell the smaller or larger size depends altogether upon the merchant himself, and the district in which his store is located.

Sells 500 Lbs. in Two Days

A merchant in a Western Ontario city sold 25 boxes, or 500 pounds, of prunes in two days, simply because he presented the prunes to the public in such an appetizing way that the desire to purchase could not be resisted.

Twenty-five boxes of the fifty-sixty size prunes were broken up and run through one change of hot water to wash off the white sugar and incidently to brighten up the fruit, then left to dry over night. The merchant stated that this work occupied just two hours of a boy's time. The window, which is about eight feet in length and a depth of four feet, was arranged with a sloping floor. The prunes were then spread over the floor in such a manner that it appeared like a real pile. Full boxes of prunes with the covers removed were piled up in the rear to form a background for the display. A neat showcard stating the quality and price was also placed in a prominent position. The novelty of displaying prunes loose in bulk style created a great deal of interest and was the direct means of selling the twenty-five boxes during a Friday and Saturday.

Prunes, as well as other dried fruit, will sugar within a few months after packing. The public generally have the impression that the reason this white appears on the fruit is because it is "ancient." This, of course, is not the case. It is merely the sugar, which has seeped through the tender skin and is crystallizing. If this white sugar is removed the fruit will have a more appetizing appearance, which goes a long way in creating a desire in the mind of the customer to carry some home. The method of dressing prunes is very simple and does not consume a great deal of time, but it must be done carefully, so that the tender skin of the fruit be not bruised. Have plenty of hot water. That does not mean warm. It must be bubbling to get the best results. Then take two pails—ordinary lard pails will answer if they are scrubbed—and into one put a piece of common washing soda about the size of a walnut and pour over it the hot water until the pail is about half full. Into the other pail put the prunes that have been previously broken up, so that every prune is single. Dump the hot water containing the dissolved washing soda over the prunes, then throw water and prunes back into the empty pail, continue this operation several times or until all the white sugar has been dissolved and the prunes are glistening. This must be done very carefully and under no consideration should the prunes

(Continued on page 142)

SOME SUGGESTIONS ABOUT PRUNE SALES

Many merchants are increasing sales of prunes, and believe that in recommending them to their customers they are a valuable article of food, as well as a profitable line in any grocery.

A grocer in a Western Ontario town sold five hundred pounds of prunes in two days because he presented them to the public in such a way that the desire to purchase them could not be resisted.

Prunes, like any other dried fruit, will sugar within a few months after packing, and the reason white appears on the prune is because sugar seeps through the tender skin and crystallizes.

This white sugar can be removed by washing and the prunes given a more appetizing appearance.

The method of dressing prunes is simple, taking little time, but it must be done carefully, so that the skin is not bruised.

Sales of prunes are dependent on the care given them, and the attractive way in which they are displayed.

A London merchant is selling tons of prunes each year because he is giving some attention to them and presenting them to his trade in the right manner.

A Cat in the Box of Prunes Spoiled the Sale in One Store—An Exceptional Incident But a True One—A Simple Method for Dressing Dried Fruits.





Illustrating the interior of J. Savard's store, in Quebec City. Mr. Savard gets the best results from display.

Finds Cash Plan Works Splendidly

J. Savard, Quebec City, Sells Now Only for Cash, and Experiences Little Dissatisfaction on the Part of His Customers Because of it—"Careful Watching Should Now Be the Slogan of Every Grocer," Says Mr. Savard.

QUEBEC CITY.—"In view of the abnormally high prices and the higher cost of doing business, coupled with the demand on the part of the manufacturers and wholesalers for prompt payment, we, as in the case of many other grocery firms, have found it absolutely imperative that we in turn should demand cash from our customers," remarked J. Savard, 35 St. John Street, Quebec, to Canadian Grocer recently. "We have adopted this plan after many years carrying on a credit business and were rather surprised to find that it was not a difficult matter to adopt a cash policy. It has worked out splendidly in the business and we do not feel that any of our customers have been offended by our policy.

A Critical Time for the Grocer

"There is no doubt that the grocer is entering upon a critical time in the management of his business. The market for foodstuffs has the last few years been very strong, and one could hardly go astray in buying. I feel, however, that that time has now come to an end. It will require a great deal of thought and caution to remain on the safe side now. The break is coming but it will be gradual. The grocer cannot afford to be caught with an overstocked supply, especially in view of the fact that the public is keeping very close tab on the movements of the market. The public is extremely economical these days in many things. They are willing to pay the price for quality but in my opinion that is true economy. The grocer, however, must keep his wits about him as he has never done before, and exert every effort to keep a free movement of his stocks. To me it is 'safety first.'"

A Good Summer Season

Mr. Savard reports a splendid business done during the spring and summer. "We usually look for rather a quiet season during the summer months," he said, "but this summer has been exceptionally good. Just what the explanation is it is hard to say. There have been many visitors here for the summer. This has meant additional business. I do not feel that the grocer who puts thought and energy into his business has anything to fear in the coming change. Personally I have looked forward to it."

People Will Pay For Quality

"There is no doubt that people have learned that the cheapest is not always the most economical. They have found that there is certainly an economical value in quality and during the last three or four years money has been passing from hand to hand more quickly than in previous years. People have not hesitated to pay bigger prices than they have been used to paying. We have found as a general rule that people are demanding quality. We have endeavored as a result to cater to this public demand. This demand is most evident in teas, coffee, canned goods and in fruits."

A Good Idea in Display

A good idea in display advertising has been found profitable by Mr. Savard. He has a glass showcase just outside his front door so that it acts as a silent salesman. This showcase covers a part of the steps approaching the front door, but still is not in the way, nor does it look at all offensive to the approach from the street. It is light enough that it may be taken in every night and placed back in its position again early in the morning. Mr. Savard uses this showcase for different purposes depending to a great extent upon weather conditions. During the cooler season he is able to show poultry, eggs, green vegetables, and pickles, and sometimes butter. During the summer season it may be used to advantage for lines which are not affected by the heat. This case is dressed so effectively by the staff of this grocery store that it proves a great attraction to the passer-by and is even more effective than the windows, since it is rather unusual to see a showcase placed in such a position and since every care is taken to make this display attractive.

Where Advertising Proves Profitable

J. Grenier, Quebec City, Always Features One or Two Particular Lines in His Advertisement Every Day, With the Object of Attracting New Customers—Use of the Coat of Arms of H. R. H. the Duke of Connaught Makes for Distinction.

QUEBEC CITY.—In the upper right hand corner of one of the Quebec City papers appears daily a small advertisement surmounted by the coat of arms of His Royal Highness the Duke of Connaught. The advertisement is not large but the coat of arms lends to its simplicity a tone of distinction and refinement. This advertisement is for the grocery store of A. Grenier, of St. John Street, Quebec, P.Q. When the Duke of Connaught was Governor-General of Canada, Mr. Grenier supplied provisions to his household when they were in Quebec. Later, Mr. Grenier received a letter from the duke's secretary stating that he had been commanded to grant Mr. Grenier the privilege of using the royal coat of arms in any way that might be serviceable to him in his business.

In this way this grocery store is privileged to use in their advertising this mark of royal patronage. The big red delivery car used by this store also bears on each door in gilt this coat of arms. One of these is in French and the other is in English. The car is of a rich red and bears no other insignia than the royal crest, not even the name of the firm. Mr. Grenier feels that his full purpose is gained without using the name of the firm at all on the car.

Advertising Proves Profitable

The idea of distinction is carried out in that the advertisement in the paper is written in the simplest form. Below the coat of arms is printed: "We offer to-day, etc.," and one of two feature lines are quoted with perhaps a word or two of description. Below is printed in a little heavier type, "A. Grenier, Grocer, 94 St. John Street, Quebec." In speaking of this to Canadian Grocer, Mr. Grenier said that his advertising had proved to be very profitable. "Each day," he said, "I feature one or two particular lines which I choose with a view solely to pleasing my customers. Perhaps it will be a particularly fine vegetable that I have succeeded in getting on the market. It may be some jam or canned goods, but I always feature it as quality and not as price. My object is not to make an extra dollar in one line or another but to attract a new customer to my store. In this I have been successful. Every day we have ten or fifteen direct enquiries for a line that is that day advertised. That proves to me that perhaps one hundred or so people have read the ad. They come into the store and there is where the advertising serves its purpose. Once here we endeavor to show them that we feature service and quality; show them that our main purpose is to please. If we are successful in doing that we may be sure that they will return. If we are not successful it is ourselves that have failed and not the advertising.

Pleasing New Customers

"People like to be given attention when they come into a store. They are perhaps thoughtless in that for the most part they do not stop to consider that the grocer may be very busy when they call, and if they are not waited upon at once that it is not a lack of interest on the grocer's part. Here the grocer is called upon to be very tactful, and a word may save the situation. A pleasant, kindly word goes a very long way. There is one other thing that I have found most people to be very partial to and that is that a clerk or the proprietor know intimately everything in the store, to be able to describe the composition of all canned goods, to be able to give his personal recommendation to a particular line or to tell how to prepare certain lines. This requires considerable experiment and study, but it is always worth while. I had an experience at one time that illustrates exactly what I mean. It showed me how important it was to know what I was selling. I saw a box of very fine knitted gloves in a dry goods store. Over the box was a sign 'Real Camel's Hair Gloves.' I called a clerk, and as I can speak both English and French, out of curiosity to see if he knew what he was talking about I asked him what camel's hair was. He thought that I did not speak English and so he answered: 'It is the wool from a sheep that lives in Africa.' Of course I knew better than that, and rather than let him think he had deceived me I went out without buying the gloves. I could never have faith again in anything that man told me, even if I did not know myself. It only proves how important it is that a merchant shall be an encyclopaedia of all the lines he carries in his store. By giving attention to these few details I have faith to believe that when our advertising brings a new customer to the store our service will be so pleasing that they will return again."

BUILDING A BIG DEMAND FOR PRUNES

(Continued from page 140)

be left to soak. If this is done the prunes become a brown color and the tender skin is broken. After the prunes are tossed several times from one pail to the other, they are then dumped into a strainer and drained. This strainer is easily made by knocking the top and bottom from a box—an empty two-pound corn syrup case is a good size—tacking over the bottom a half-inch wire screen. This homemade screen of the size mentioned will just fit the top of an ordinary kitchen sink, with which most stores are equipped. After the water is drained off the prunes are dumped into boxes—here is where the syrup cases are again useful; they make admirable trays for this purpose—a cloth thrown over them to keep in the steam and then left for several hours to dry. The cloths in this instance were made from white cotton oatmeal sacks, ripped open and sent to the laundry to be washed. Thus it is seen that the equipment necessary requires no expense. Everything is right in the merchant's warehouse. This may seem a long process, when in reality it is not. A couple of twenty-five pound boxes can be broken up and washed in a few minutes. This process is equally good for any variety of dried fruits that are cured whole.

"Cut Prices—the Rope by Which the Grocer Hangs Himself"

John Muir, Niagara Falls, Ont., After Twenty-three Years in the Grocery Business, Declares That the Merchant Who Cuts Prices is Only Working for His Own Collapse—He Does Not Believe in Worrying About What the Other Fellow is Doing Down the Street—His Store a Model of Systematic Arrangement.

"CUT prices mean the rope by which the grocer hangs himself," quoted John Muir, of Niagara Falls, Ont., in discussing the subject of successful merchandising of groceries with a representative of Canadian Grocer recently. John Muir has been in business at the Falls for the past twenty-three years, during which time he has built up a big business, constituting a large turnover annually. He has gone ahead consistently and steadily, operating, as he believes, on sound principles of business, giving the best possible service to his trade, and at the same time providing something for himself. Three years ago he had his store remodelled. To-day it is a splendid example of systematic arrangement, of convenience that works to save time and a needless expenditure of energy. The whole layout is such as to attract attention. Everything is in its proper place and no time is lost in search for something that cannot be found. The whole plan of the main floor and the basement is devised to give to each line its allotted space, and consequently the clerk knows exactly where to find the particular stock that he is looking for.

Afraid of the Other Fellow

"Too many grocers are afraid of the other fellow," Mr. Muir continued. "It is my plan never to mind what Sam Jones is doing down the street. I am going to sell so that I can get a profit. No matter how I try, I can't get all the trade. My idea is to give service and satisfaction, but at the same time to be sure that I am safe myself. The man who cuts prices is only providing the rope by which to hang himself. I never do it. A grocery business cannot be successfully run along those lines. Sooner or later it is going to collapse. There is a proper place for service in every store, and the legitimate grocery that is providing that service to his trade will never be eliminated. The people appreciate attention and care in the filling of their orders. The cash and carry idea will never outlive the legitimate grocery. It is, in my opinion, only a fad, and will not survive. The people as a whole demand service, and for that service the grocer must be paid. My experience has been that people do not object to paying a just and reasonable figure for that service, and the merchant who is cutting prices is not only ruining his own business but is unable to give to the public what is rightly their service and satisfaction.

"There are many little ways that the grocer can render service to his customers that merits their appreciation and goodwill more than the merchant thinks at the time. I have studied my customers so I know exactly what they like. I invariably check over every order that goes out from my store. Sometimes I find the clerk is sending some little thing that I know this particular customer will not like. I endeavor not to let them get anything that I know they do not want. I think very often a customer grows dissatisfied in this way. It is in establishing a confidence with your trade in just such a little way as this that will mean so much to your business. My business is largely credit, accounts being rendered monthly. Orders are given chiefly over the telephone, and in fact I know of instances where I have never met certain customers personally. One dealt with me for several years, one time, and had never been in my store. All business was done on the telephone, and the cheque in payment of the account was sent in every month.

Avoids Too Many Brands

"I carry certain brands of goods that I am convinced are the best obtainable and I sell them. I do not believe in carrying a number of brands of the same class of goods. For instance I carry only one kind of bacon, only one brand of lard, and I have handled the one make of butter for a great many years. It is the same with numerous other things. I first must know a thing is right myself and then I will sell it. I avoid all fads in the trade. I never follow the line of loading up with stock. For instance, buying five cases of this kind of breakfast food, and five cases of another, and so on, until you have practically all the breakfast foods made, is bad business. The first thing you know you have a lot of dead stock on your hands. My method is to sell the line I know is a good article. It is a poor salesman who cannot sell a thing if it can at all be recommended."

Heavy Sales of Coffee

Selling one particular brand of coffee is a feature in Mr. Muir's store. His sales of coffee amount up in the thousands of pounds each year. He has customers come from Niagara Falls, N.Y., and Buffalo to buy his coffee. He has an electric coffee mill, and gives a good deal of care to his coffee trade. He believes that a reputation for good coffee goes a long way towards the success of any grocery. Adhering to one particular brand of different foodstuffs, he believes, is sound business, and in his opinion the proper method to pursue to make merchandising in groceries profitable.

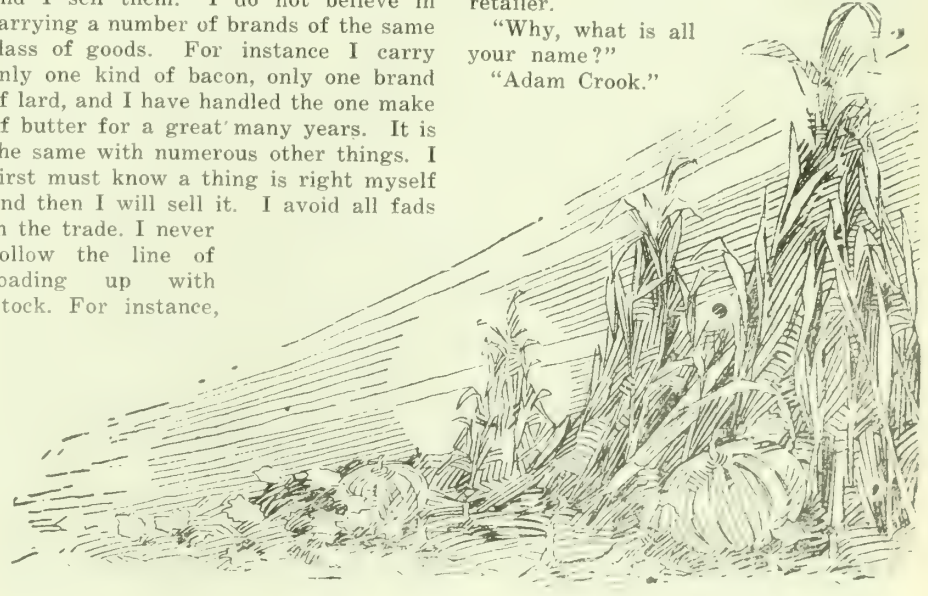
MAKING IT WORSE

"I'll be hanged," said the nervy visitor, "if I'd have my name printed that way over my door if it was a name such as you have.—'A. Crook, Grocer.'"

"You would if you had a name like mine all the way through," replied the retailer.

"Why, what is all your name?"

"Adam Crook."



Would Not Part With His Paper Baler for Several Hundred Dollars— a Source of Revenue for the Grocer

G. B. Crabtree, Retail Grocer at Ottawa, Ont., Declares He Sells Waste Paper to the Value of $200 a Year—One of the Best Investments He Ever Made—More Careful in Keeping Down Waste

THE shortage of raw material for the manufacture of cardboard containers is having the effect of creating a big demand for waste paper, empty boxes and bags. This demand is so great that buyers are willing to pay four or five times as much as they were a few years ago, and they are glad to get them at almost any price. Waste paper such as accumulates around a grocery store now brings $35 per ton when baled, and if it is assorted will realize even a larger sum. Waste newspapers are worth $38, and magazines $45 per ton f.o.b. Toronto.

The average grocery store sends to the incinerator, burns or otherwise destroys upwards of one hundred pounds of waste paper a week. Waste paper is remade into cardboard, from which are made cartons, biscuit and candy boxes, etc. The inflated cost of cartons has been greatly attributed to the fact that not sufficient waste material is procurable for the manufacture of cardboard, and hence the more expensive pulp is used for that purpose. The merchant who saves his waste paper is not only opening a source of revenue to himself but is rendering a patriotic service to his country as well.

Paper Baler Keeps Down Fire Risk

The best method to adopt in taking care of waste paper is the baler. The cost of a baler is a mere trifle, a few months' saving of paper will pay for one. A baler installed in the basement or warehouse will occupy little space and tends to keep down the fire risk as loose paper thrown into barrels or into a corner is always more or less a risky proposition.

Commission to Warehouseman

"I would not part with my paper baler for several hundred dollars, if I could not get another," stated G. B. Crabtree, retail grocer, Ottawa, Ont., to Canadian Grocer representative. "It was one of the best investments I ever made, not only from the paper we sell, but in the fact that it has educated us to be more careful to keep down waste in every department. At the present prices of waste paper the amount we sell runs into about $200 a year. Then we sell all the empty boxes, bags, and other containers that at one time were thrown out or given away. These are all taken care of by the warehouse man, who gets a commission on all he sells. This makes him very particular that all boxes and bags are properly opened and taken care of, and of course the more particular the help is in this regards, the more revenue there is for me. I have noticed that the greatest amount of waste paper accumulates around the meat counter, so we have installed there a paper basket, and clerks are instructed to throw all waste paper in it, thereby keeping the department neater and saving a lot of time each morning when cleaning up."

Getting a Better Price for Boxes

"The value of empty boxes was greatly impressed upon my mind a short time ago," continued Mr. Crabtree, "when a woman came into the store and enquired if we had an empty box of a certain dimension. I had the man look one up, and we had just the size she wanted. I told her the cost would be twenty-five cents, which would just about cover the delivery. She was willing to pay a greater sum than that because she said it would cost her three dollars to have one made. This set me thinking, and I have come to the conclusion that we might as well get a better price for the empties. This we have been doing for some time. Several years ago I rented a barn and part of it was used for a dumping place for odds and ends of stuff that accumulate around a store. About six months ago we decided to clear it out, and we discovered that there was several hundred pounds of old bags and rags. The warehouse man phoned a junk dealer, who bought them, and we received $12 for the lot. The warehouse man is responsible for all the empties; he takes care of them and sells them, and as he is allowed a commission he gets the best price that is going."



"We Hardly Know That Mail Order Houses Exist," Says This Merchant

"PREVIOUS to the war, and, in, fact, for the first two years during the war, we considered the mail order houses a serious menace to our business," stated J. McGillivray, general merchant, Smiths Falls, Ont., to Canadian Grocer. "Then goods commenced to get scarce. Prices started to climb and the large mail order houses were as hard up for goods as the smaller merchant. At the present time we hardly know that the mail order houses exist. People that were buying out of town are now buying a large portion of their requirements here. In fact, it was only last week that we shipped three rugs to Montreal to people who had explored the larger places to get the style rug they required. One of these buyers was visiting here, had seen our rugs and had one shipped to her home. After going back home some of her friends admired her rug, and the result was that they wrote us and purchased two of the same make, but of a different pattern."

At one time it was a common occurrence for several people to club together and send in an order to the mail order houses for as much as fifty or a hundred dollars' worth of groceries," continued Mr. McGillivray. "This is very rarely done now. People say that there is so much substituting and that prices are just as high, no matter where they bought them, that they might just as well buy at home, and they had the satisfaction of seeing what they were buying."

Showcard Writing and How it Can Help to Stimulate Business

Creating, in the Mind of the Possible Purchaser, the Desire to Buy —Neat, Attractive Showcards Will Sell Goods—How Merchants Can Do Their Own Card Writing With Little Expense.

THE use of signs as a medium of advertising or a method by which one merchant could have his business distinguished from another, has been in use for several centuries. Even before people could read or write some such method was in common use. The red, white and blue pole used today by the barber, and the three gilded balls of the pawnbroker have been handed down from the earlier generations. These relics of bygone days stand out as evidence that even in ancient times the merchants realized that in order to meet competition some method must be used to mark up their places of business.

Signs, show cards and price tickets are synonymous, signs being used to classify or direct people to certain places of business; show-cards and price tickets to draw attention to the goods on display, telling something about the goods and the prices for which they can be purchased. The show-card is in the same category as a salesman. It creates in the mind of the possible purchaser the desire to possess and the price ticket is the medium that clinches the sale.

Value of Show-cards

There are some stores that do not believe in the use of price tickets. They are of the opinion that they tend to cheapen the article, and no doubt from the view of such merchants their arguments are quite right. On the other hand there are merchants who owe the greater volume of their business to the use of show-cards and price tickets freely about their business. Scientific merchants, men who have made a special study of methods to increase business, are agreed on the point that neat attractive show-cards will sell the goods.

The object of this article is not to argue the pros and cons of show-cards but to explain as simply as possible the fundamentals of show-card writing. Many merchants are of the opinion that to learn show-card writing means long hours of tedious work, when the fact is that anyone with a little practice can soon make presentable cards.

Choosing the Outfit

The first essential is to procure good brushes, the better the quality the easier the work will become. Show-card brushes are called "riggers," and the best quality are made from red sable. They come in a number of sizes, but probably the best sizes for the beginner are Nos. 6, 8 and 12, an assortment of stub pens for the writing of small letters and for rapid writing, two or three bottles of show-card paint, and a fair-sized drawing board and T-square complete the equipment. These two last are not really essential but they assist in making for rapid work.

How the Work is Done

Now pin the card of the desired size to the drawing board, and with the aid of the T-square draw a margin all around. Be generous with this margin as the general effect of the finished card will depend a great deal upon this margin. Then rule top and bottom lines for the lettering, and with a soft lead pencil lightsketch in the words. Take a small portion of the color out on a piece of cardboard and proceed to charge the brush. The mere dipping of the brush into the color does not charge it. The brush must be wiggled from one side to the other through the color and the surplus brushed off. In this way the brush becomes thoroughly charged and the color will flow freely and evenly from the brush. The next step is the lettering. Choose a plain letter, one that has not too many curves and omitting all fancy scrolls. Go at it carefully and deliberately. Never mind if you do make a crooked line. A little practice will soon set this right.

One of the principal points in making a show card is to be particular about the layout. By that is meant margin around the card, position of the words on the card, and the spacing of the letters. A good layout cannot fail to make a pleasing card even if the letters are not accurately drawn.

Pictures Pasted on Cards

An illustrated card has a great deal of merit as the picture tends to attract attention. These pictures should have something in common with the text, and



Window display showing effective use of show cards. This display was put in during the latter part of October and was the means of selling 200 pounds of Brazil nuts in one week. Satisfactory sales were also made on other nuts, which goes to show that the selling of nuts need not be confined to a week or two prior to Christmas.

are obtainable from many sources. Magazines and particularly the ladies' magazines contain many illustrations that are adaptable for show cards. All that is required is to cut them out and paste them on the card. This must be done very carefully otherwise the card will have a slovenly appearance. Often a little retouching will improve the design. A little experience will soon teach one just where and how much retouching should be done. It is not advisable to use too many colors on a card. Black and red colors on a white card, or white color on a dark card are the most suitable. A color combination on a white card that is very attractive and yet neat is to paint the letters blue and the figures in red. If no figures are to be used, then a little underlining in red is very effective.

Beware of Dirty Cards

If a merchant is to get the best results from his show cards he must be very particular to see that they are clean. When the cards become soiled they should be discarded. There is nothing that will kill a sale so quickly as a dirty card placed on a pile of foodstuffs. Better not to use a card at all than to use one that has become dirty from constant use.

Having the Candy Counter in Right Place Means Sales

D. Hamilton has studied the sale of chocolates in his grocery store at 71 Fairmount Ave. West, Montreal, and has at last found what he thinks is the most advantageous situation for the candy counter. When any sales are made in this store the customer is given a check which is paid to the cashier in the middle of the store. Mr. Hamilton has used the chocolate show-case as one wall of the cashier's office. Every customer that pays his or her bill is confronted with this carefully dressed show-case. The change is handed to the customer and immediately the power of suggestion from this display is brought into effect. Mr. Hamilton states that since he has placed this counter in this position his sales of candy and chocolates have improved considerably. The customer in receiving 10 cents, 15 cents or 25 cents in change is tempted immediately to buy some of the delicious confections there displayed. If this counter was placed in any other part of the store the suggestion would not be nearly as effective. Mr. Hamilton points out another advantage also since nobody but the cashier in the store handles the chocolates. This young lady is responsible for the sale of chocolates and takes an interest in showing a profit on her line. Too often a grocery clerk is apt to be careless of a side line like chocolates and it is the easiest leakage for profit in a grocery store unless handled very carefully.

The Christmas Window Contest

For a number of years Canadian Grocer has held a Christmas window contest to encourage good window dressing. This year the policy will be continued but the prizes offered are double the amount of previous years.

It may be that the merchant himself will not care to enter the contest. In that event any clerk of the store is at liberty to enter a photo of the store's window. The real essential of a window display is its selling value, and that is not necessarily a matter of elaborate display.

Entries will be judged first on their selling value.

Second on their novelty of idea or arrangement.

Third, on their general attractiveness.

The contest is divided into two classes, in order that the merchant in smaller places will not feel that he is placed at a disadvantage.

CLASS A
Towns and Cities Under 10,000 Population

1st Prize $10.00
2nd Prize 5.00
5 Prizes of $1.00 each.

CLASS B
Centres Over 10,000 Population

1st Prize $10.00
2nd Prize 5.00
5 Prizes of $1.00 each.

A description of the make-up of the window should accompany the entry. Photos where possible should be 5 x 7 or larger. Address all entries to

THE CONTEST EDITOR, CANADIAN GROCER
143-153 University Ave., Toronto



Winner of first prize, Class A. Dressed by Harold Crone, for McLean Grocery, Moose Jaw, Sask.

Splendid Window From Moose Jaw

Winner of First Prize in Class A—A Very Simple Display That Made Ready Sales—Show Cards Used to Good Advantage—Christmas Wines and Cigars a Feature in This Window.

THE above window was trimmed by Harold Crone for the McLean Grocery, Moose Jaw, Sask., and was winner of the first prize in Canadian Grocer Christmas Window Contest, Class A—cities of over 10,000 inhabitants. The simple, practical nature of this window was no doubt the means of creating a great deal of interest and a power that induced many people who probably were not regular customers of the store to enter and make a purchase. The real object of a window display is to sell goods; the trimmer would therefore do well by keeping this thought in mind when dressing a window, "Will it sell goods?"

The McLean window is a splendid selling display, showing in the back row fancy boxes of cigars. Below these are bottles of olives, Turkish figs, oranges, apples, jars of shelled nuts and candies and table raisins, the whole being interspersed with bottles of Christmas wines and fancy boxes of chocolates.

Observe that all articles are ticketed, so that customers busy and hurried in their Christmas shopping, do not have to bother to come in and ask price details.



Winner of the first prize, Class B. Arranged by Glen Piper, for T. B. Crothers, Oshawa.

First Prize Winner in Class B

Oshawa Grocer Leads With Attractive Window—Bulk Display Means of Getting Quick Returns—Red Christmas Bells and Crepe Paper Give Seasonable Spirit—Show Effective.

A CHRISTMAS window display of T. B. Crothers, Oshawa, Ontario, dressed by Glen Piper, winner of the first prize Canadian Grocer Christmas Window Contest, Class B—cities of under 10,000 population.

This is a good example of a flat bulk display. A style that many window trimmers adopt as the means of getting quick results.

The piles of nuts framed by rows of package raisins and figs with price card attached, on the front row, give the passing public an opportunity to examine the quality, a feature worth considering by the window trimmer. A box containing oranges, also a full box of apples set on end, arranged one on each end of the window, nicely balance the display. Other articles seen in the arrangement are boxes of chocolates, figs, grapes, Christmas wines, candies and jellies and jams in glass jars.

The color scheme of the display was red and white. Paper bells and crepe paper used for decoration. Price cards are used, but only on articles that are particularly seasonable for the Yuletide trade, which have a tendency to draw attention to those special lines.

A Brandon Winner in Class A

Beautiful Trim of Brandon Merchant Secured Third Prize in Class A—Background Adds to Attractiveness But Does Not Detract from Prominence of Goods.



Winner of third prize, Class A. Dressed by E. C. Stuart for Nation & Shewan Ltd., Brandon, Man.

CHRISTMAS window display of Nation & Shewan Ltd., Brandon, Man., dressed by E. C. Stuart, winner of the third prize in Canadian Grocer Christmas Window Contest. Class A.

This is a well balanced display, the setting and color scheme being red, green and white fibre roping.

At each end of the background are two doors, these are covered with green velour curtains. In the front row close up to the glass are to be seen small bottles of extracts, dishes containing shelled nuts also hard dates, layer raisins, table figs, jellies, package raisins, bottles of olives and packages of cocoanut. Back of this are tiers of canned fruit. At the rear and at each end are pedestals supporting shelves upon which are arranged bottled olives and cherries, topped with fancy baskets of fruits.

An Attractive Window in Class A

Second Prize Goes to Ottawa—An Appetizing Display of Christmas Merchandise—It Shows Much Skill and Thought in Arranging—How It Was Made and the Articles Used.



Attractive display from Halpenny & Co., Ottawa, winner of second prize, Class A.

THE window display of Halpenny & Co., Ottawa, Ont., dressed by H. M. Richardson, was the winner of the second prize in Canadian Grocer Christmas window contest, class A—centres over 10,000 population. This is another sample of a splendid selling display and ranks well with the first prize winner, the judges having great difficulty in deciding which should be entitled to first place. This is truly a Christmas display, all the articles shown are especially adapted to the festive season. The front row is composed of nuts of different varieties. In the centre and well up to the front is a full case of Hallowee dates stripped of its case, radiating from this and extending to each end are packages of figs, layer raisins, Christmas cake, boxes of chocolate, bottles of preserved ginger, fruits and Maraschino cherries. In the next row back of the central articles are the two boxes of rosy red apples and two small tubs lined with crepe paper, filled with bunches of grapes. The background is built up with preserved fruits in tins, boxes of prunes and figs, topped off with Christmas crackers and bottles of grape juice. Throughout the display and also surrounding the background are to be seen green twigs of the fir tree, the green of the decorations blending very nicely with the red apples and labels on the packages, which give the display a typical Christmas atmosphere.



Showing the interior of the store of S. R. Allen, Welland, Ont., where his monthly turnover averages $8,000

"Sell as Much But Buy Oftener"

S. R. Allen, Welland, Ont., Believes in Quick Turnovers, and is Endeavoring Now to Turn His Stock Over in Less Than a Month —Has Always Done It at Least Once in Thirty Days.

TURNING his stock over every month is the policy followed by S. R. Allen, Welland, Ont. Mr. Allen was formerly in business in Dunnville before he purchased his present business last July. His predecessor last year did a turnover of slightly over one hundred thousand dollars, and Mr. Allen believes that he will duplicate the performance, for since coming to Welland, his monthly turnover has totalled around $8,000. In Dunnville his business was on a much smaller scale, his annual turnover amounting to not much more than $30,000. In his present location he is situated near two of Welland's large industries, and his customers consist of people who work in these factories. His accounts are mostly credit, but he told Canadian Grocer recently that they were all good, and that he kept close watch on this feature of his trade, making sure that a customer was trustworthy before an extension of time was granted.

Quick Turnovers Essential

"The only way to make a success of the grocery business is to have quick turnovers," remarked Mr. Allen. "In fact now I am trying to turn it over in less time than a month. I think it is the wisest plan, in view of the uncertainty of prices.

"I have been carrying quite a heavy stock, but have been unloading with the idea of only stocking for immediate requirements. I don't think I am selling any less than I was, and consequently I am buying just as much, but on the other hand, I am not buying in such large quantities. I am making a big effort to sell, and buy often as the demand necessitates. It is the only way to avoid losses, and the merchant must do it to protect himself. At the same time, it is going a long way in maintaining business."

Mr. Allen, as the above photograph indicates, has an attractive store. It is not large, but it is well arranged, and he has it equipped with the best devices available for a grocery store. Patented bins, display counters, scales conveniently situated, and a meat slicer, constitute the equipment in the Allen store, all designed for the purpose of rendering quick and efficient service in the way of handling customers. The work of the clerks is greatly facilitated, and people can be served in much quicker time.

Planning for Annual Stock Inventory

Many Dealers Unfamiliar with Best Methods to Take Stock with Least Inconvenience—Accuracy an Important Factor if Result is to be Reliable—Present Business Conditions Make More Necessary an Accurate Business Record—Plan followed by One Business House at Ottawa

HAVING received several enquiries from retail dealers as to the best method of taking the annual inventory with a minimum of inconvenience to the store's trading, the experience of a number of dealers, as outlined herewith, may suggest some new point of value in this undertaking to other dealers.

Under present circumstances where price fluctuations are numerous it is imperative that every retail merchant should know just where he stands, what merchandise is making profits and what is stagnating on the shelves. In order to get a good start with a clean sheet early in the new year, the dealer should give this matter attention and now is a good time to revise the best means of carrying out this undertaking.

One man recently stated that he always fixes the actual date on which the inventory is to be written up. "I begin by marking out the work fully a month beforehand, and we make a start by grouping everything together in our cellar and storeroom, keeping a sharp eye on the actual conditions of the various goods, so that if it should happen that anything is out of order when the day of writing up the stock arrives, the real value of the goods will be noted. In this way one is in a position of knowing clearly and correctly the actual value of the stock.

"At this time, or rather just before it, I take care to buy as little as possible from the wholesaler, so that it makes it easier for my assistants to carry out their part of the work properly. All containers should have a label placed on them showing the contents of the receptacle in each case, and marginal space left so that in the interval if anything is taken from stock it may be noted accordingly. Thus, by the time stocktaking day arrives everything outside and within the store is in good shape in the writing up of stock.

Goes Over Stock Thoroughly at Night

"In the evening, after the store is closed, we proceed in earnest at writing down everything in the store, great care and system being taken so that no small corners are missed. This might mean quite a considerable loss in the final total if not carefully checked up. I always begin right in one corner of the store, close to the front, and go over the stock shelf by shelf, beginning at the top shelf and coming right down to the floor."

Slip in Each Drawer

It is very necessary to have a slip in each drawer with a sufficient margin to mark off any goods sold in the interval. In the case of shelving where there are no boxes it is well to decide on either the left or right hand end of the shelf, for placing the sheet containing the list and carry out this system throughout the store and thus eliminate counting some stock twice, and in other cases missing it entirely. It often happens that several cases of the same article have been opened and some of the goods removed. It is well to go over all such cases and fill as many as possible to count at the last minute.

Stocktaking is almost invariably done during the quiet seasons, and it should be a house-cleaning time as well. A good suggestion is to house clean first, starting a few weeks in advance, to clean out shelves, bins and drawers, etc., laying aside any articles that are slow sellers, shop-worn or the tail end of a line of goods, etc.

Will be Surprised at Amount of Capital Tied up in Dead Stock

Following out this plan will surprise many merchants at the amount of cash tied up in dead stock. A successful idea has been to put this line of accumulated stock out on display and advertise it, either in the local paper or by table or window display. It will be found that it is not always necessary to greatly reduce the price. Some merchants state that if this plan is carried out before starting to count the stock that the clerks and the boss himself will take more interest in trying to push the sales of these old lines with the final result that the new fiscal year will be started off on a paying basis with all clean and up-to-date stock.

Record Sections of Store Separately

In entering goods in the stock book it is a good idea to have sections of each portion of the store recorded separately for the convenience of reference later, or in case of fire or burglary. It might be necessary to check up for any one of the foregoing reasons at any time and this separate recording of various parts of the stock would thus be of value.

The actual stocktaking is not all the work that is necessary by any means. There remains much office work to be done and this should be tackled immediately. Books must be posted right up to date. Great care should be taken as to the exact amount of cash on hand and in the bank, it being fully verified right away so as to avoid any error.

Once all the data of the wholesale and retail ledgers is ascertained, the work of making extensions of the stock can be proceeded with a little more leisurely, and all the work leading up to the final balance is done at one's own convenience. The aim is, of course, to price every article at the amount it would cost to purchase at the time of stocktaking and always allowing for discounts where they are allowed.

Taking the Inventory

Accuracy always is the keynote of inventorying. The object is to ascertain, beyond the slightest doubt or reasonable question, just what merchandise and other things you have. The count must be right. Nothing else will do. Where it is necessary to estimate, like when we have a barrel of oil partly used, the estimate must be conservative. If it looks somewhere between 15 and 20 gallons put it down at 15. Get on the inside always where there is a doubt. Otherwise, where it is possible to weigh or count, get down the exact amount of saleable goods. If there are damaged items, put them in below the sound ones, indicating as nearly as you can, what they are worth.

These are rules always to be observed; but if ever there was a time when one should be extra conservative, that time is right now. Men have become a little liberal, sometimes reckless, about ordering. They have felt that everything was "a safe buy" until some are loaded up heavily. Nothing is "good property" which does not turn normally. Some lines have the disadvantage that they deteriorate steadily.

Loss and Shrinkage There Already!

That on such goods as you have in excess of normal current requirements, you have sustained the loss already, regardless of the market! Get that? Every day you keep goods on hand costs money. Therefore, any goods you hold beyond the normal time of turnover have piled up against them an abnormal expense. When this extends beyond a certain very narrow limit, your loss is just bound to exceed any advantage that can possibly accrue from what you like to call "good buying."

There is, as a matter of fact, just ONE kind of good buying. That is underbuying. That makes for the quick

turn, and the quick turn is the whole law and profits in retailing.

So there is no use trying to sidestep the fact that excess stocks stand you a loss; that the loss is there now, whether you admit it or not. So we need not speculate on what the market is going to do in that connection.

How Shall We Price Our Stocks?

All these factors influence the value of your stock on hand. If you have goods enough to cover your normal sales for five months ahead, that stock should be taken in at not more than 80 per cent. of its replacement value, and 75 per cent. would be better. Such facing of plain facts may cause you to slow up on liberal buying for a long time. If you slow up as a permanent habit you will make more real money out of your business!

These are hints at how to price your goods. How far you will go on other lines depends on your own circumstances and environment; but a hint or two from some very successful people always must be of value.

In one big house the practice is this way: In case of goods which have advanced since they were purchased, the value is put in on original cost. Where goods have declined since they were bought they are priced on the basis of replacement costs. This, you see, is working against the stock with a vengeance, but this is done by a very successful concern.

Remember, too, that whatever value you put into your inventory you will not change the actual value of the merchandise. If, therefore, you value it too high, the stock will not pan out and you will be badly fooled. If you undervalue it the stock will come up better than you calculated. That is the only kind of self-fooling that you can afford to have around your shop.

What will you do when you have the lists completed? Obviously, you yourself must work nights and at every odd moment pricing and totalling the sheets so you can balance your books. This work always is most valuable to every thoughtful merchant, for it will show him precisely where he has too much stock—and practically all of us are subject to this weakness.

This is the finest time of the year to see just how much more than you should have is in stock. As a preliminary, you might figure out what you should have, based on your sales.

Having set down that kind of figure for your own business, you will be astonished to find how much you have in excess of what you should have. Then, when you have found this out you will begin to reduce stocks. It is not so desirable that you make a cut-price sale, though you may have to reduce some items to clean them out, as it is that you stop buying. Cut every order down to just what you must have. When you have reduced stock to normal, keep it there. That is perhaps as valuable a result as you can expect to get out of the habit of taking an inventory.

But take the inventory anyway. Know where you stand at least once annually.

SLOGANS

"Ouch!" yelled the punk comedian as he dodged a fusillade of spoiled vegetables. "Why don't you say it with flowers?"

Just then a harder and larger missile came over the footlights, and an ice cream ad. reader yelled out

"Take home a brick!".

A Bountiful Harvest Is Suggested in This Handsome Window Display of T. Eaton Co., Winnipeg



The Goddess of Harvests presenting Miss Canada with the laurel wreath. This was to signify the high place Canada holds in the way of agricultural progress. Leaves formed a panel on each side of a large gilt framed statistical report showing the wonderful increase over last year in crops of every description.

Service and Effective Displays Are Showing Profitable Returns

E. Morris, Winnipeg, Man., Declares That Displays Are Always Revenue Producers in His Store—Sales of Box Candy Are on a Large Scale—Accommodates Customers with Fifteen Minute Deliveries, if They Desire it —Meat Department a Separate Section.

A YEAR ago last July E. Morris took over the grocery business at 784-786 Corydon Avenue, Winnipeg, Man., and in that time he has made vast improvements in the store as well as increasing the annual turnover. "I have had a steady growth in the way of business," remarked Mr. Morris to Canadian Grocer, "and am constantly adding new customers to my list. Service and quality have done a great deal to build my business to what it now is. I have made a special feature of accommodating my customers in the way of deliveries. I have made a point of giving my trade a fifteen-minute service if they desire it, and this service has meant a great deal to the welfare of my business. Of course the customer who wants service has to pay for it. A grocer cannot give such accommodation without figuring the same in his cost of doing business and making his prices to people who demand this service sufficient to cover the same. In fact, my margin of profit is so fixed as to permit of this special delivery service. Customers appreciate it, and I have found that they are willing to pay for it.

"I pay my clerks the best salaries going, and my drivers are well remunerated. When customers remark, as they do frequently, on the courteous and accommodating staff I have surrounded myself with, I know I am fully repaid."

Attractive displays are made to get the best results in the Morris store. The value that can be placed on good displays, according to Mr. Morris' opinion, is hard to estimate, but he has had it amply proved on more than one occasion that profitable returns come from goods effectively shown. Window displays, counter displays and handsome silent salesmen all play their part in the selling of goods in this store. Glass counters permitting the finest opportunity for showing goods to the best possible advantage mark the altogether splendid equipment in this grocery, and Mr. Morris declares that they have been well worth the money paid for them. In fact, the whole interior arrangement, as the accompanying photograph will indicate, is such as to attract people to the place.

Attributes Sales to Displays

"Interior displays count a great deal in the way of building business," continued Mr. Morris. "Coupled with a display in the front windows they do much to sell goods. In fact, every week I can attribute sales to the way certain lines have been shown. A grocer can make his windows and also his counters sell a lot of goods for him."



Illustrating the store of E. Morris, in Winnipeg. Mr. Morris only took over this place a little over a year ago.

Selling Box Candies

It will be noticed that one of the cases in the Morris store is devoted to the display of box candies. "I have sold a large amount of candy since I bought that case," Mr. Morris remarked in the course of his conversation with the Canadian Grocer representative. "In fact, my sales of candies were very small before I got that case. I have had a good deal of success in selling box candy. Sales of candy, of course, are heaviest at Christmas time, but I have a good all-the-year-round demand for the same. It is a good high-class line I am selling and I have found that a lot of my customers in placing their regular orders include a box of candy. But of course my biggest sales are right in the store and are due directly to the fine display in the showcase. People shopping in the store are attracted by the display and cannot resist the temptation to take home a box."

The meat department is another attractive section of the Morris store, well situated, with the idea of being convenient for the customers, and so arranged as to show meats in a tasteful, tempting sort of way. Mr. Morris states that his turnover in these lines is on a large scale, and he believes that a well-conducted meat department in a grocery store is a profitable side line that if worked properly can be made to show returns that are gratifying. Mr. Morris has all the equipment necessary to facilitate the handling of customers in this department. The meat section is separated from the main store and is reached through an archway. Mr. Morris believes this a good arrangement, and people shopping in one part nearly always enter the other before leaving the store. In this way very often additional sales are made.

AN INTERESTING COLLECTION

"How'd you come out with that fellow you trusted for the coal?"

"I got burned."

"And the fellow you trusted for the cement?"

"I got stuck."

"And the fellow you trusted for the ice?"

"He said it would be a cold day when he paid me."



Interior displays play an important part in selling goods for E. Morris, Winnipeg. A fine showing of box and other candies is always where everyone can see it, and Mr. Morris declares it is a sure way of increasing sales.

Believes in Advertising in Effective Way

Thos. F. Hannan, Montreal, Marks First Anniversary With Attractive Announcement of Special Lines Carried

THE first anniversary of the opening of the grocery business at 751 St. Catharine St. W., Montreal, is being announced to the customers of this store by Thos. F. Hannan, the proprietor. Mr. Hannan is mailing to each of his patrons an artistic and well-worded folder calling attention to the event and thanking "those who have given him the privilege of serving them during the year." The simplicity, the brevity and the style of the announcement command attention.

One year ago Mr. Hannan opened this store on St. Catherine Street, just west of the downtown shopping district, and very near a corner where two of the busiest street car lines intersect. This fact may mean much to a grocer if he will take full advantage of it. Alex. Pigeon, the manager of the store, has accordingly taken great pains in keeping his window attractively dressed.

Artistic Window Dressing

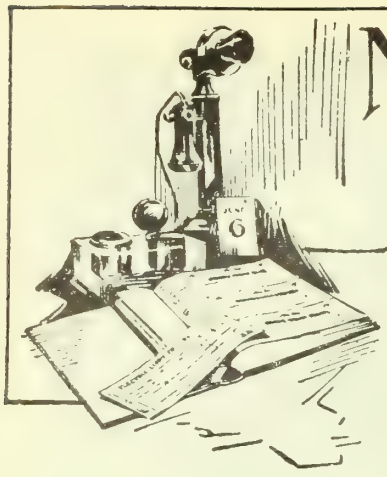
The window in this store lends itself to a very artistic dressing since it is floored with polished oak and at night is well lighted with an indirect lighting system. Mr. Pigeon dresses this window in a very simple but attractive way, quite in keeping with the rich appearance of the store. There is never very much in this window, a few bottles of pickles, a dish of fruit, but generally featuring some high-grade canned goods or preserved fruit. Mr. Pigeon's idea of dressing a window with as little as possible without the appearance of bareness is quite attractive. One cannot help but notice everything that is in the window at a glance. The window is screened off from the store by a green plush curtain which carries out the striking appearance of this store from the street.

Just inside the door are a number of small tables on the opposite side of the store to the counters. These little tables are covered with white covers or small paper doilies and on these are displayed bottles of fruit, olives, syrups or light wines. On every bottle and on most of the canned goods displayed are stuck little red labels stating that this article was purchased from Thos. F. Hannan.

His Own Name on Goods

Speaking of this to Canadian Grocer representative Mr. Hannan said: "When a man puts a label like that on all the canned goods and most of the package goods sold in his store, he must be very sure of the quality of the goods or his little scheme will prove more injurious to his business than it will advertise it. I have made it a point to know personally everything sold in this store and I must be convinced that it is of the very best quality before it is safe to put it up for sale and allow our name to go on it. If this principle is adhered to, then this label will prove an excellent advertisement. This is especially true of bottle goods like sauces, olives, catchup and pickles which are generally put on the table in the bottles in which they are packed. It is not hard to see then, that if the quality is there that the sticker on the bottle will be an ever present reminder that quality is to be had at the store named. There are many such little devices of advertising that the grocer may take advantage of, but at the same time he must remember that if his advertising is not backed up by facts and quality his advertising is more than wasted. It will militate against him."

A man feels awfully rich when he's got a few dollars his wife doesn't know about.—"New Success."



Novel Schemes That Have Helped Business

Catalogue Tells About Chocolates

A certain Quebec City grocery store has immediately opposite the main entrance to the store a large glass show-case displaying all kinds of packed chocolates. These are in many different kinds of boxes with as many different names, that tell nothing as to the kind of chocolates packed in the box. Nearly every person who buys chocolates, except the young man who is continually buying and so has learnt for himself the differ-



ent chocolates by their fancy names, asks the retailer what kind of chocolates are in each variety. To adjust this matter and so give his customers better service and also speed up sales in this line this grocer has had typewritten a catalogue of all the different boxes of chocolates in the case. Opposite the name is a description of the chocolates in just a word or two and the price of the box. This catalogue is pasted to the glass of the case from inside so that it cannot be destroyed and yet is easily read by the customers. Besides giving service to those wishing to buy chocolates, it certainly proves interesting reading matter to any one waiting to be served and so it may be imagined increases the sales of chocolates.

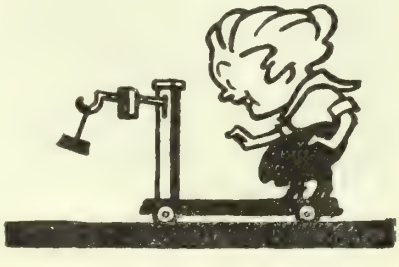
The Little Red Label Answers the Question

Thomas F. Hannan, the owner of one of the finest equipped grocery stores in Montreal, has adopted a simple but effective method of deriving all the benefit possible from his efforts to supply nothing but quality to his customers. He has had made a quantity of small red seals bearing the name of his store. One of these he pastes on all the bottles and nearly all the canned goods, coffees and teas sold by him. As Mr. Hannan points out, "When a bottle of particularly good olives is put on the table at home very often a visitor or one of the family will ask where it was bought. When this little red label is on the bottle they do not need to ask and in many cases they do not need to even think of that question. The little red label makes the suggestion. It is not my fault then if the olives or whatever the goods may be, are not good. It is, however, my business, and I try to see to it that nothing but the very best leaves this store."

Sifts Bulk Cereals and Avoids Complaints

Merchants who are having trouble with bulk cereals may appreciate the following information secured by a Canadian Grocer representative during a recent visit to Brantford, Ont.

"At one time," stated this merchant, "I had numerous complaints, especially during the warm months, on cereals which I was selling. They were grubby and webby, in spite of the fact that I frequently thoroughly cleaned out the bins. I started to screen all fine bulk cereals before selling with the result that I have no more complaints on this score."



Other merchants spoken to on this question maintained that if a dealer, before re-filling his bins, would thoroughly clean them out, he would prevent to a large extent the spread of vermin in his new stock of cereals.

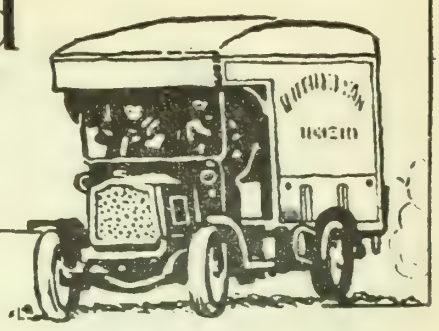
Special Attention to Telephone Orders

The Dionne and Dionne Grocery, St. Catherine St. West, Montreal, is one of the bigger



grocery stores in that city and does a large business by telephone orders. In connection with the grocery store there is a meat and provision department. Four girls attend to the switchboard and take the orders for the grocery department. They are kept in touch with the activities and changes of the grocery department by the clerks who handle the different lines. The butcher department, however, is not so easily handled by ladies and in order to give the best service to the customers the butchers attend to the telephone orders themselves. To carry this idea out Mr. Dionne has installed a number of buzzers and bells which are rung from the switchboard. Each butcher has a different bell and when a customer wishes to speak to this department the girl calls one of the men who are conversant with this line

Ideas That Have Proved Profitable To Other Grocers



to attend to the customer's wants. By using this system the best service possible is obtained by the customers. When a customer wants some fish the girl on the switchboard calls for the man in charge of that department, and he immediately speaks over his phone to the customer and is able to give her better service than could a clerk not intimately connected with the fish department.

Stocks Few Brands But Good Ones

Chas. N. Fairchild of Brantford, Ont., stated to Canadian Grocer that when he purchased his present stand seven months ago business was not extra good.

The store is situated in the centre of a high-class residential district, and Mr. Fairchild set out to cater to this trade which had been gradually drawn to the larger stores, and only used his store in which to make purchases which had been overlooked while doing the bulk of their shopping elsewhere.

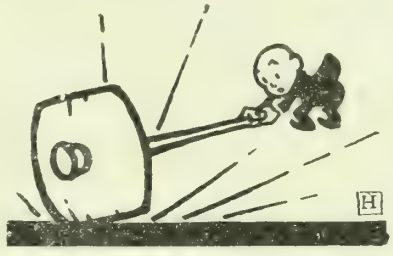
By careful buying he has gradually eliminated all but one



or two of each competitive line, satisfying himself that he has the best on the market. So when a customer asks for a line which he does not stock, he has no hesitation in recommending the line he has decided is good enough to satisfy the wants of practically all his customers.

He rarely fails to sell the article recommended. Mr. Fairchild makes it a strict rule to never misrepresent anything which he sells, selling each article entirely on its own merits.

A special delivery for rush orders is another feature of this organization, and if a customer telephones an order for immediate deliery, no matter how small, he makes a point of rushing the delivery, making a special trip if necessary.



Through these methods, he states. he is gradually gaining the confidence of his customers, until at present ninety per cent of his business is received over the telephone. He is drawing a large portion of the old customers back to his store, and in the seven months that he has been in his present location his business has increased from $1,500 to $3,600 weekly and is growing steadily

Everybody Leaves This Store Smiling

"Have you ever noticed that almost every customer leaves this store smiling? That indicates satisfaction."

This sign on the inside of the door in a grocery store in a small Ontario town greets the departing customer. And the force of example usually compels him to smile, if he is not already in the mood to do so.



Meeting Competition of Mail Order Houses

In a Western town where mail order competition was serious, a grocer held a demonstration week occasionally. At this time he showed his customers the difference in grades of those goods on which the mail order houses make the most serious inroads.

Canned goods in particular are very often the feature of big houses. He arranged on his counters neat white enamel pans containing the various vegetables and fruits, with the cans beside them for identification. He showed three or four different grades of each product, and for easy comparison he had on display the products of his mail order competitors. To avoid having too many displays at once, the demonstrations were divided into "fruit days" and "vegetable days."

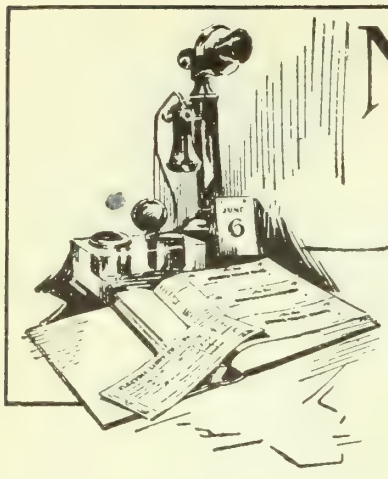
During this demonstration he talked with the people who came in. He told them how canned goods are graded, how prices are fixed, and he tried to show them that, quality considered, his goods were as cheap as any.

A great deal was accomplished in the way of combating mail order competition.

Mail Order Box in Front of Store Is an Asset

A grocer in a Western town, in the front of whose store is stationed a mail box, advertises the fact in various ways and secures valuable publicity. A great many people, he says, carry letters around in their pockets simply because they fail to notice the location of mail boxes.

He states that he puts a sign in his store like this, "For your convenience, there is a mail box in

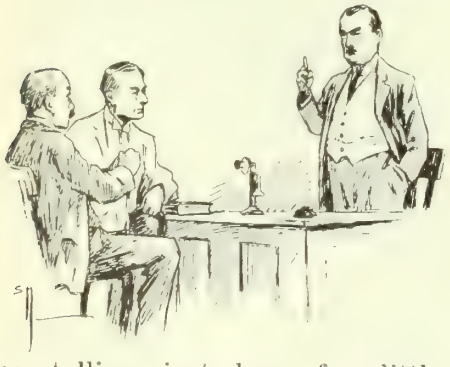


Novel Schemes That Have Helped Business

front of my store." On the counter he has a sign as follows: "Have you a letter to post? There is a box just outside." His idea is to give, in his own particular community, the impression that his store is the mailing centre. He believes that he has attracted a good deal of trade in this way.

Helping Farmers to Secure Their Help

In a certain farming community, a grocer in the nearest large town endeavored to co-operate with the farmers in the way of securing help for them. He put a card in his window asking for farm hands to work on farms in the vicinity. It was surprising the number of applicants he was able to place. Carrying out this free employment bureau idea secured for him the trade of several farmers who had not previously dealt with him. There is



no telling just how far little courtesies of this kind go in the way of promoting trade, and in bringing new customers to your store.

Substituting Wise If Quality Is Good

A grocer who receives most of his orders over the telephone instructs his salesmen not to tell customers that the store does not have the specific brand for which the customer asks when she requests a line that he does not carry in stock.

He sends what he knows is similar to the line the customer has requested, and takes particular pains to have the delivery man say to the housewife, in effect: "Mr. Blank sent this instead of the brand you ordered. He hopes you will care to try this, because many of our customers like it so well."

If the customer then insists upon the particular brand she had in mind, the delivery man offers to return the article he delivered and obtain the other for her. But the customers rarely insist.

"A good deal depends," says the grocer, "upon the honesty of the merchant who makes the substitution. If a man tries to substitute inferior goods, then neither this nor any other plan will succeed. It is therefore important to know about the quality of goods we do not have, as well as the quality of the things we do have, so that it will be possible really to give the customer as good a product as what she asks for."

Increasing Trade the Day Before Holidays

"This store is closed all day Thanksgiving Day. Buy some good coffee and your other groceries to-day."

"This store is open until 11.30 to-night, so that you can buy your good things for the holiday."

These are two of the many signs that are gotten up by an enterprising grocer to catch



trade on the day previous to holidays. Placing them in a prominent position in his windows he has found ever since using them that they are extremely valuable in the way of attracting new business to his store, and have on more than one occasion stimulated his sales the day before a holiday.

Gives Little Gifts Instead of Calendars

One merchant conceived the idea, instead of giving his customers the usual calendar at Christmas, of distributing some gift that other concerns had not used. To each customer he presented a holiday envelope or box with some little reminder of the holiday season, that in itself did not entail a great deal of expense, but was just different from the old custom of always handing out calendars.

Getting Out the Best in Way of Service

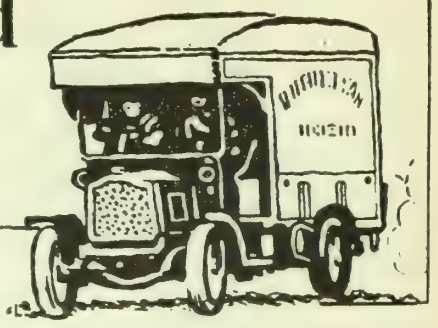
A merchant who is conducting a big grocery store in a fairly



large Canadian City employs a service man, whose duties are to look after the customers generally, that is in the way of seeing that they are being waited on, or if it is the case of a telephone order, to see to it that it is given prompt attention. In smaller stores some proprietors are doing exactly this in a small way, keeping an eye on their help, and getting the most from them in the way of service.

Many a customer has shifted from the grocery that has had her business because of some mistake that she never gave the grocer an opportunity to know of or to rectify. Again sometimes a grocer's apparent lack of interest in her business influences her

Ideas That Have Proved Profitable To Other Grocers



to go elsewhere in search of greater cordiality.

A polite and respectful grocer looking to the best interests of his trade will endeavor to establish that personal bond that is so essential for the success of his business. Lots of good will is developed in this way.

Asks For Suggestions and Secures Ideas

On the day following Christmas a couple of years ago a merchant in a Western town placed a slot box in his store, with the sign: "Suggestions for improvement of next year's Christmas business and service, based on our shortcomings of the past month." He declares that he secured a number of ideas that helped him better conditions in the following year.

Going After the Trade of Transients

"WE WANT YOUR TRADE FOR THREE REASONS:
1—OUR QUALITY IS HIGHEST.
2—OUR PRICES ARE LOWEST.
3—WE NEED YOUR BUSINESS."

A merchant who was going after the trade of transients used this sign in his window with telling effect. He believes that it brought him a great deal of business. While it was ultimately designed to get catch trade he states that it got him a good many customers that became permanent ones.

Being Friendly With Prospective Customers

Whenever he sees waiting on the curb for a street car persons by whom a lift in his car will be appreciated, a merchant in a Canadian city says that he invites them into the machine. He makes many friends in this way and he never "talks shop."

A neat business card posted unobtrusively inside the machine informs the passengers who this "good fellow" is. As a result they frequently drop into his store for something. It is just another way of being personally interested in prospective customers.

Selling Expense on Each Dollar's Worth

Using the records of sales made in his store during the last three years, a grocer figured the average proportion that he had paid



out as actual selling expense on each dollar's worth sold.

With this percentage as a basis he worked out a new bonus plan. Now when he hires a salesman, he starts him on a straight salary and tells him the amount of goods that he should sell after becoming accustomed to his way of doing business. On sales over the required amount he pays 2 per cent.

He posts a list each week showing what part of each dollar sold went to the clerk making the sales. These lists seem to stimulate his salespeople almost as much as the cash paid as bonus. Each is endeavoring to keep his selling cost the lowest.



A Little More Service Than Customer Expects

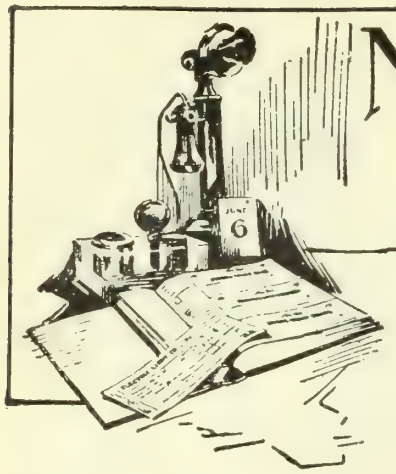
It is good business to give just a little more service than the customer expects, according to the opinion of John Muir, of Niagara Falls, Ont. In Mr. Muir's store, great attention is paid to this matter, and care is always taken to provide that little service, that perhaps the customer did not expect, but which goes a long way to increase one's prestige with his trade. After all the customers appreciate this little service, and it will go a great distance in advertising your store to your customers' friends. It is bound to come up in the course of some conversation, and it may mean the gaining of new customers.

Use an Alligator to Attract Attention

In a shipment of Florida grape fruit received by T. A. Rowat &



Co., London, Ont., there was found a small alligator about a foot in length nicely ensconced in one of the cases. The firm instantly hit upon a plan to attract attention to their windows. A flat box was covered with green crepe paper to represent grass.



Novel Schemes That Have Helped Business

The floor of the window was also covered with the green paper. The alligator was then put into the box and placed in the window. Grape fruit was neatly arranged in piles around the box and full cases of grape fruit made up the background. A card announcing "A shipment of grape fruit direct from Florida" was placed near the alligator. This proved a real attraction. Crowds hung around the window watching the "stranger in a strange land."



An Old Idea But a Very Successful One

An old idea but still a good one is used by an Ontario grocer. He has a substantially made pad of paper on which is printed his advertisement, which he gives away to his customers. Attached to the pad is a pencil on a cord. The pad is to be hung up in some convenient place in the kitchen so that the housewife can use it as a reminder of the articles she finds she is out of or short of. The grocer finds that this is a good scheme because the housewife usually finds that she forgets a number of little things and the nearest grocer usually profits by her forgetfulness, as she must have these things in a hurry.

Filling a Window With Advertisements

A Western grocer made use of a novel idea for a window display. They collected from the current magazines all the advertisements pertaining to the goods in stock. A large window was filled with these advertisements, and beside each was the article advertised. Over one hundred such articles were shown. The showcard "We are up-to-date, carrying in stock all these articles advertised in the current magazines," was almost superfluous, as that was just the impression which the display made upon every one who saw it.

Keeping Customers in Touch With New Lines

T. A. Rowat & Co., London, Ont., has a novel scheme to keep customers posted on new articles. Hung from the ceiling in a conspicuous place is an ordinary picture frame in which is placed the most striking advertisement clipped from the current issue of a ladies' magazine.

Guessing the Weight of the Christmas Turkey

An enterprising grocer had a big live turkey in one of his windows, and held a guessing contest on the weight of the bird. The person coming nearest received the gobbler for his Christmas dinner. The window was transformed into a big bird-cage, the back being fenced in with wire netting and the floor covered with straw. The sign read as follows: "Guess the live weight of the turkey in pounds and ounces. A guess with each purchase." Printed slips were given with each sale made in the store, on which were spaces for the guess and the name and



address of the contestant. On the wire netting in the back were signs advertising poultry dressing.



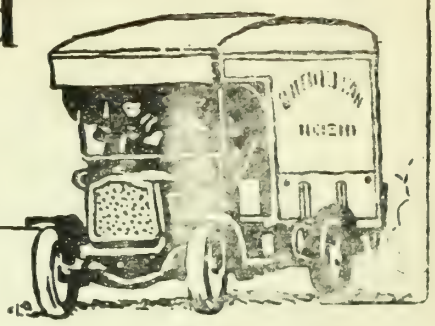
A Coupon on Back of Calendar Pad

A unique calendar is distributed yearly by one retail grocer. On the back of each calendar pad is printed a coupon good for ten cents in any purchase made at their store during the month succeeding the one on which it is printed. Thus the coupon on the back of January leaf may be used any time during February.

An Effective Display of Toilet Soap

People who might pass without a second glance at an ordinary display of toilet soap in a grocery store window found it impossible to get away from the same goods when displayed in the following manner by one aggressive merchant. Bars of Castile soap were arranged like bars of a prison,

Ideas That Have Proved Profitable To Other Grocers



clear across and half way up the front of the window. Behind them was a ridiculous looking figure of a man made of soap. The head was formed of a cake of toilet soap, with rude features cut in it and a shaving brush pompadour, the body was formed with a solid pile of bars of Castile soap laid criss-cross and the neck, arms and legs of sticks of shaving soap. A chain and



ball attached to one leg and a striped suit proclaimed him a felon. The rest of the window was filled with a large display of various kinds of toilet soaps, while a large show-card, hung above the figure of the convict, announced, "Sopy Lather, a slippery rogue, serving a life sentence for doing dirty work."

"Free Coffee To-day" Sign Means Heavy Sales

"Free Coffee To-day," is the sign seen every Friday and Saturday in a grocery store window during the winter months in the vicinity of the shopping district in one Western Ontario city. The astute proprietor was alive to the fact that these are the two days when the great army of shoppers are abroad, and that tired mortals in the strenuous game greatly appreciate the refreshment of a cup of good coffee. Goods are well displayed in the window, and show cards on every hand—silent but eloquent salesmen—tell of their merits. Thus the object of all good advertising—getting people into the store, where they have the leisure to study the goods while sipping their coffee, —is accomplished. This scheme also served a double purpose in that large quantities of coffee were sold and other goods as well. "We have more than doubled our sales of coffee since demonstrating it in this manner," said the merchant.

Coffee This Morning? A Good Reminder

"Did your wife say 'Coffee' this morning?" is the show card query that meets the eyes as one enters a grocery store in a Western city and which doubtless often serves as a reminder to some forgetful son of Adam.

A Unique Way of Displaying Cigars

The forbidden always attracts. It has been so since the days of Mother Eve. A grocery store window was hung with a black curtain that completely covered the front part. It was placed close up to the glass. A single round peep hole about two inches in diameter was cut in the curtain



at about the height of a man's head from the sidewalk. Above this peep hole was a sign reading "For Men Only." Men waited patiently for their turn to take a look, while women cast wistful eyes at the sign and passed on.



Those who got a chance to glue an eye for an instant to the hole laughed good humoredly when an innocent cigar display was disclosed and passed on without giving away the trick.

New Use For Electric Washing Machine

An electric washing machine concealed behind a biscuit display in the store of R. N. Schefter, at Mildmay, Ont., revealed an interesting fact. "What do you keep that in here for?" Mr. Schefter was recently asked.

"I haven't an electric coffee mill, only the old-fashioned turn-by-hand kind," he replied. "Recently my wife got an electric washer, and, noting how much labor it saved her, I had the idea that I could attach it to my old mill. The plan was feasible. My wife needs it only half a day per week, so I have the use of it during the rest of the time. It works splendidly and saves me a good deal of time and labor."

Comparative Prices of Commodities 1914-1920

Prices are on the Montreal basis during the last week in October of each year:—

	1914	1915	1916	1917	1918	1919	1920
Granulated Sugar	$7 11	$6 65	$8 05	$9 00	$9 50	$11 00	$17 90
Molasses, Barbados, per gal.	0 45	0 43	0 69	0 88	1 18	1 08	1 45
Corn Syrup, 2-lb. tin, case	2 65	2 65	....	5 15	4 80	5 45	5 55
Rolled Oats, 90-lb. bag	3 25	3 60	3 25	4 50	5 30	5 00	4 75
Cornmeal, 98-lb. bag	2 65	2 55	2 95	6 40	6 00	6 00	6 00
Rolled Wheat, 100-lb. bbl.	3 75	3 65	3 50	6 00	7 00	7 10	7 75
Split Peas, 98-lb. bag	5 00	5 25	....	11 25	10 00	7 25	8 40
Sockeye Salmon, 1s, doz.	2 52½	....	....	3 75	4 50	4 75	5 80
Tomatoes, 2½s, doz.	0 95	....	2 17½	2 50	1 90	1 85	1 75
Peas, Standard, 2s, doz.	0 95	....	....	1 75	1 45	1 85	1 90
Beans, Golden Wax, 2s	0 95	....	....	1 85	1 95	1 85	2 15
Corn, 2s, doz.	0 95	0 95	1 47½	2 35	2 27	1 65	1 62½
Pineapple, 2s	1 92½	....	....	....	3 10	2 30	4 75
Pumpkin, 2½s, doz.	0 85	0 90	1 65	1 60	1 60	1 10	1 50
Apples, gals., doz.	2 05	....	....	5 00	5 00	5 25	5 25
Peaches, H.S., 2s, doz.	2 02½	....	1 85	2 10	2 40	3 25	5 00
Strawberries, H.S., 2s	2 17½	....	....	3 00	4 00	4 65	5 50
Raspberry Jam, 16 oz.	2 15	....	2 30	3 05	3 90	4 25	5 65
Do., 4 lb.	....	0 63	0 69	0 71	0 98	1 05	1 50
Strawberry Jam, 16 oz.	2 25	....	2 35	2 90	3 90	4 35	5 65
Do., 4 lb.	....	0 63	0 69	0 74	0 98	1 10	1 50
Lemon Peel, lb.	0 12	0 13½	0 20	0 26	0 40	0 46	0 46
Orange Peel, lb.	0 12	0 13½	0 21	0 28	0 41	0 47	0 48
Citron Peel, lb.	0 19	0 20	0 25	0 30	0 46	0 62	0 75
Currants (Amalias)	0 07½	0 07½	0 16	0 24	0 32	0 27½	0 19
Do. (Patras)	0 08	0 08	....	....	....	....	0 22
Dates, Hallowee, lb.	0 06	0 08½	0 09½	....	....	....	0 18
Peaches (choice), lb.	0 07	0 09½	0 10	....	0 20	0 20	0 27
Apricots (choice), lb.	0 14	0 15	0 19	....	0 26	0 28	0 34
Raisins, Valencia, lb.	0 06	0 09	0 11	0 11	0 11½	....	0 23
Do., Seeded, pkg.	0 09	0 09	0 11¼	0 12½	0 14	0 14	0 25
Shelled Almonds, lb.	0 35	0 38	0 42	0 44	0 55	0 62	0 60
Do., Walnuts, lb.	0 35	0 34	0 43	0 54	0 85	0 80	0 58
Rice, Carolina, 100 lbs.	7 85	....	....	9 50	15 00	17 00	17 00
Do., Rangoon B	3 50	3 60	4 75	7 88	9 50	11 75	12 50
Do., Patna	6 00	6 00	7 50	9 40	11 25	14 50	17 00
Tapioca, Pearl, lb.	0 05½	0 05½	0 10	0 15	0 15	0 13½	0 12
Potatoes, 90-lb. bag	0 65	0 60	1 70	2 45	1 75	1 50	1 75
Flour (Firsts), bbl.	6 70	7 80	10 00	11 80	x11 75	x11 15	13 00
Butter, Creamery, lb. prints	0 29	0 37	0 42½	0 46	0 50	0 63	0 55
Cheese, lb.	0 16	0 18	0 22	0 22½	0 26	0 29½	0 28
Eggs, New-laid, doz.	0 36	0 28	0 45	0 54	0 65	0 73	0 75
Lard, tierce basis, lb.	0 12¾	....	....	....	0 26½	0 31½	0 31
Breakfast Bacon, lb.	0 19	0 18	0 25	0 35	0 44	0 45	0 46

xGovernment standard flour under Government control.

Promoting and Retaining Business

Plans Used by Keen Merchants—Strong Reasons Why "Service" Stores Must Use the Best Plans Devisable—Always Name the Price of Everything.

By HENRY JOHNSON, JR.

READJUSTMENT and high living costs bring new problems for the service grocer. Many consumers have turned to cash-and-carry stores in self-defence—or imagined self-defence. They may come back, but meantime the service merchant must live. So, if he is to retain in his business such service as must be paid for in the prices charged the consumer, he must find selling arguments to attract consumers strongly enough to make them forget the sometimes lower prices of the chain-cash merchants.

Do you emphasize price in your displays and advertising? Have you not many times found that a supposedly "cheaper" store was charging more for certain items than you were? Then do you not see how badly you are missing a great opportunity through your failure to name the price, emphatically, of all your goods?

In the old, easy-going days prior to 1914, when people seemed to begin to feel high prices — though 1914 figures look extremely modest to us to-day — service merchants laid heavy stress on what they did for their customers. Mere price was practically neglected, except in some notable instances. In the exceptional cases, where merchants realized the great truth that no sales argument is complete until price is mentioned, grocers did not suffer much through the inevitable enhancement of their prices. This because their customers realized that their price, after all, compared very favorably with the non-service stores. But it was the constant education of the price-statement that made this possible.

Always Name the Price of Everything

The plan should be always to name your price. Do this consistently, putting tags and signs on every lot of goods, especially your displays, and you will have done much to offset the false impression that service costs too much. Another strong refuge lies in more rapid turnover. A given article can be handled with profit for a considerable percentage less if the rate of turnover can be accelerated. This thought deserves careful study.

It is commonly said that three turns at two per cent. net is better than one turn at four per cent. It is true, absolutely true.

The "smart" storekeeper says in rejoinder: "But if I have the money lying in the bank, why cannot I use it to get the wider margin? I'll take the slower turn at four per cent."

Such reasoning disregards several important, yes, vital, factors. The mere question of investment alone does not cover the ground. Quantity buying not only absorbs capital but excess stocks take up space which costs money. They require extra handling. Where the small lot goes on to the shelf for immediate sale, the large stock must be stored and handled over, sometimes more than once, before it can be put on sale. Excess stocks must be kept insured, or there is the added unwarranted risk of fire loss.

A single item or a few items might not matter much one way or the other; but the habit of carrying long, slow-moving stocks grows on one. It permeates the entire buying policy. It runs into all lines. The aggregate excess becomes a serious matter in slowing up earnings and handicapping the service merchant and he has handicaps enough without taking on extra ones.

Five Per Cent., Safety and Availableness

The short-stock merchant has extra capital where he can put his hand on it in case of need. That capital is not only available, but it can be earning money all the time, and what it earns is velvet for there are no expenses to be set against it. Money lying in good bonds at 4½ to 5 per cent. can be used any time; and the aggregate amount which can be squeezed out of idle surplus stocks can earn enough to make the difference between profit and loss.

This is a general suggestion. Here are some specific ones which are open to all merchants.

George Ross is a successful grocer in Omaha. He is a hustler with a big store and big stock. He has a way of saying that he "moves" large quantities of goods. He specializes in "moving" fruits and he does this by the system, as he puts it, of "buying whatever is so plentiful that fruit jobbers are ready to sell round lots at a concession." Because he has gained the reputation of actually getting rid of lots of merchandise, he obtains concessions not usually accorded to the common or garden variety of grocer.

In the apple season he never buys less than 50 boxes. He prices them by the box at figures to yield him only 50 to 75 cents the box, and sets out to sell original packages only to his trade.

"In this way," he says, "I sell 'em a box instead of a quarter's worth. Not only is the box with 50 cents gross much better than the quarter's worth, no matter what the margin, but then folks have apples for a while. They eat apples more freely than if they had a few. I can always show the economy of the box purchase to any customer. Soon I'll have them all in the box habit."

Margins Sacrificed to Actual Earnings

Once last season he got in on a big line of 36 size grapefruit at $2.50 the box. Why? Because most grocers think they cannot handle 36s—and they can't, in fact, because they only think of sales of single ones and the price is more than apt to be prohibitive on such a scale.

But Ross dumped them into his window, priced at $1 the dozen, 8 1-3 cents each; and he sold 50 cases on one Saturday. This showed him $25 earned, despite the margin of only 16 2-3 per cent.; and the indirect earnings in advertising value and the immense sales of other lines promoted by the cheap offering of large grapefruit, made the deal exceedingly profitable.

He works on oranges the same way, urging full box purchases on many even small families. He is able to show that it pays customers to buy that way, because the saving is considerable and oranges usually will keep well in a cool, well ventilated cellar. Here, too, people eat much more freely than if they buy dozens or half dozens.

Sharing Earnings Pays Reeves

The Daniel Reeves chain of grocery stores in New York grew from 60 to 160 between 1912 and 1919, and meantime expenses were reduced from a ratio of 14 to just under eight per cent. How was it done? Peculiarly, it was accomplished by the insistence on the highest quality and by giving managers of stores more than any competitor pays.

It may sound flat and cant to say that high quality prevails in such stores; but it's a fact. This is not saying he tries to carry a big line. The variety is very limited. He does not try to carry more than, perhaps, 500 items all told, but quality is unimpeachable. No better goods can be bought at the most high-brow store on Manhattan Island.

His way of anchoring the interest of his men to him is interesting. He pays his managers $20 per week and gives them two per cent. on gross sales. Just think what a burden this is. It makes up more than two per cent. of his total of eight per cent. expense! It means that all other expenses are under six per cent.

What can account for such low expense? Rapidity of turnover. That is what does it. His little holes-in-the-wall buy and sell out as often as once in a week or ten days—300 to 500 turns a year. Can you see the point? If

Continued on page 176

CANADIAN GROCER

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KEEP CLOSE TO YOUR BANKER

RETAIL merchants would be well advised at the present time to keep very close to their bankers. They should not wait for the bankers to ask them to send in a statement of their affairs. They should take the initiative and go to their banker with as complete information as they can get together regarding their business. The banker's advice at this time is particularly valuable. He gets a great deal of confidential information from other merchants in the town which he cannot divulge, but which serves to give him a better idea than any one merchant can get of local business conditions.

It is essential for the merchant, during this period of readjustment, to keep close watch on his business generally, keeping down his credits and in fact eliminating them as much as possible. The plan of doing as much business on the cash basis, as can be done within reason, is a wise one to pursue. In adhering to this policy, the merchant will reduce his losses to a minimum, and will be in a position to carry on successfully through what otherwise might be a trying period.

CHRISTMAS SELLING

THE opportunity presents itself in the approaching holiday season for every retail merchant to do a rushing business. The time has arrived for him to get busy on his preparations for the Christmas shopping, in order that he may get his customers and the people in his community buying as early as possible. There is the early buying, of course, for the Christmas festivities, the supplies that enter into the making of the Christmas pudding and the Christmas cake. The grocer can at once begin to push the sales of raisins, currants and such other lines that are necessary for their completion.

But the Christmas specialties do not begin to sell so soon. However, there is much to be done in the way of getting things in readiness. A grocer in Ontario tells in this issue how he sold eighty-five drums of chocolates just prior to Christmas, in addition to big sales of box candy. His sales of holly the day before the holiday were also on a large scale, and he intends to go after this business this year, more strenuously than ever before. What he has done can also be carried out by every grocer in the country, if he is willing to make a feature of Christmas specialties in his store during the month of December. A window display will do much to help sales, and if the grocer concentrates his selling ability on these holiday lines, he will no doubt find gratifying returns.

JUDGE GARY'S IMPORTANT ADVICE

THAT further adjustments of prices in trade and industry are required and that the business world might best face the situation with confidence and make such reductions as will again bring buyers into the market, rather than continue present conditions, with its consequent slackness in trading, was the subject matter of the address made by Judge Gary, chairman of the Board of the U.S. Steel Corporation, before 1,200 members of the American Iron and Steel Institute in New York.

This survey of conditions is always an important one and it is conceded that Judge Gary has brought out the fundamental principles of present market conditions and pointed out how best to bring about a readjustment to normal conditions. He believes that the law of supply and demand will bring about reasonable reductions and that the tendency is toward a fairer basis. He points out that there is a selfish attitude shown, in that everyone is willing that

price reductions should be made by others, but not by themselves.

When prices were advancing everyone was keen to take advantage of increased profits, and now that there is a tendency toward lower levels everyone is just as keen to see that they do not take a loss, or, at least, no more than they can help. Judge Gary, in the face of this situation, calls upon the people to "be reasonable and just, reducing prices if and when other reductions and costs permit, and then, with level heads, clear minds and honest convictions, stand solid as against panic or lack of confidence in the industrial situation."

THE CHRISTMAS WINDOW CONTEST

NO matter whether you are a retail merchant in a small country village or in a large metropolitan centre, the show windows are a form of salesmanship which you can keep within arm's reach of every passer-by twenty-four hours in the day. Windows are an exceptionally fine type of salesmanship, and usually inexpensive ones.

All your competitors have this same form of salesmanship at their service, it is true, but to overcome this disadvantage you must use your windows with individuality.

They must demonstrate with the pride of a clerk enthusiastic for the store that back of them stand the stock, the store and the merchant out of the ordinary.

Your windows should be a sign of welcome, cheerfully, reasonably asking every person who passes to step in at your door.

CULTIVATING THE STRANGER

A GROCER once told a representative of Canadian Grocer that in his experience he had found that a stranger who had just moved into the town or district and who might drop into his store in the course of his buying of supplies, liked to be addressed by his name. This merchant made a point of finding it, and on the second visit to the store, the man or woman, as the case might be, was always addressed by his or her name. This is part of the service that this merchant endeavors to render, and he believes it is worth while. Cultivating the prospective customer in this way might be followed with advantage by every merchant. The average individual likes to feel when he is buying that the salesman is taking an interest in him, and this is one way that usually makes an impression. If the merchant can address the buyer by his name, the feeling of friendliness is intensified and the new customer will feel that there is a personal interest in what he or she is purchasing, providing, of course, the service they are getting is sincere and wholehearted.

Here are a few points that merchants and retail salesmen might profitably bear in mind:

"1. Never force any purchase on a customer. If the proper attitude is taken, the customer can often be led to realize that what the merchant wants him to buy is what he should have.

"2. Always make the customer feel that he is buying—not being sold. Good salesmanship does not intrude itself. The sale that 'stays sold' and makes others is made through the buyer's choice, not because the buyer wants to get rid of the salesman.

"3. Treat every customer courteously. Defer to his opinions; change them if you think they are wrong, but do it without antagonizing him. Always say, 'Good morning,' 'Yes, sir', 'Thank you.' They add to the customer's self-esteem.

"4. Get acquainted. Learn the customer's name and call him by name. Learn his views and hobbies so that he will feel you are interested in him. Don't be obtrusive; get at it naturally.

"It is, of course, impossible for every salesman in a store to know every customer. For that reason it is a good policy to encourage salespeople to build up a personal following so that each customer 'belongs' to a certain salesman."

EDITORIAL BRIEFS

DON'T wait until it starts to sprinkle before starting to lay in something for a rainy day.

* * *

WHEN you set out to do a thing, do it. Don't leave your jobs half finished. It is slovenly.

* * *

BUSINESS has long since ceased to be a series of price-hagglings, a continual measurement of sharp wits and greed against greed and sharp wits. The real business men of this age are creators, not sharpers. They are seeking permanent customers, not victims.

* * *

SUCCESS does not go to the man with the most opportunity, but to the fellow who makes the most of his opportunity.

* * *

NOTHING is so contagious as enthusiasm; it moves stones; it charms brutes. Enthusiasm is the genius of sincerity, and truth accomplishes no victories without it.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritimes

F. Eld & Son, proprietors of the Veterans' Store, North Creighton, Halifax, N.S., moved into their new stores on November 1st. Mr. Eld and his son have two grocery and meat stores, and have only been in business a short time, both being veterans of the great war.

Quebec

Messrs. Angevine and McLaughlin, of Angevine & McLaughlin, brokers and commission merchants for the Maritime Provinces, visited Montreal recently on a business trip.

Shepherd-Mott Co., Montreal, have moved its offices from 3 Nicholas Street to 73 Ottawa Street, Montreal. This company has also added to its list of agencies Bodley's biscuits, cakes and puddings, manufactured by C. J. Bodley, Ltd., Toronto.

Ontario

O. J. Nichols, Sarnia, has sold to E. Ivinson.

G. O. Elder, Hamilton, has sold to Geo. Howick.

W. R. Ashby, Meaford, Ont., has sold to Noble & Barry.

O. J. Nichols, Sarnia, has sold to E. Ivinson.

L. T. Mathison, Toronto, has sold to F. G. Stevens.

C. R. Karch, Chatham, has sold to Harold Ganyou.

G. O. Elder, Hamilton, has sold to George Howick.

W. R. Ashby, Meaford, Ont., has sold to Noble & Barry.

Arthur H. Sainsbury, Toronto, has returned from his wedding trip.

Borden and Roulston, Kincardine, Ont., have sold their grocery business to J. Geddes of the same town.

The Harris Abattoir Co., Toronto, has obtained large premises on Talbot Street, adjacent to the Grand Trunk tracks in London, Ont., and will establish a warehouse there.

Wallace Anderson, Toronto, representative for the Acadia Sugar Refinery, has been confined to his home through illness.

Edward T. Smith, a grocer of Brockville, Ont., died suddenly in his store on Saturday last. He had been a resident of Brockville practically all his life.

An appeal was made for more capital to enable the directors to enlarge the business at the annual meeting of the Stratford Co-operative Society, held re[illegible]tly.

Pres. of E. B. Eddy Co. Celebrates 82nd Birthday

Ottawa.—George H. Millen, president and manager of the big E. B. Eddy plant at Chaudiere, a few days ago celebrated the eighty-second anniversary of his natal day, amid the many congratulations of his friends and relatives.

In honor of the event flags flew from the buildings of the big concern, and when Mr. Millen arrived at the office on the morning of his birthday, he was met



by the members of the counting house staff, who presented him with a basket of 82 beautiful American beauty roses, one for each year of his life.

Mr. Milen enjoys the best of health, is vigorous, and devotes constant application day in and day out to the multiple affairs which arise from the conducting of an industry of the magnitude of the E. B. Eddy Company.

Burglars broke into the wholesale grocery of R. J. Carson, at 324 Princess Street, Kingston, Ont., recently and made away with about $400 worth of cigarettes, two caddies of tobacco, a Victory bond, and a cheque. Entrance was obtained through the skylight in the roof.

John Gilmour's general store at Shanly, Grenville County, was recently destroyed by fire. The loss is reported a heavy one.

Armour & Co. Are Closing Their Hamilton Plant

Hamilton, Nov. 3.—Armour & Co., whose Canadian general office is at Hamilton, explain that they are closing their Hamilton plant temporarily owing to lack of an export market and the decrease in the production of hogs in the Hamilton district, which renders volume production impossible and overhead expense too high to meet competition.

Montreal Offices to Close

Montreal.—Before the end of the year the three selling offices of Armour & Company in Montreal will be closed. The big Chicago firm is getting entirely out of the Canadian market as far as having any organization or plants in Canada are concerned. The local staff is not in a position to state the reasons for the decision to leave Canada, but know that some places have already been closed and others are to be closed. There is a plant in Hamilton still in operation but this will be completely closed shortly. The offices at St. John and Ottawa have already been closed and that at Sydney, N.S., will soon be closed also. The Armour Company have three selling offices in Montreal, one on Craig Street, in the Place Viger yards; one at Mile End Station, and the other at the corner of Notre Dame and Atwater. The apparent reason for the forsaking of the Canadian business as far as the Montreal management is aware is on account of the difficulty in getting supplies of hogs sufficient to run their Canadian plants at capacity.

MANUFACTURERS' AGENTS CHANGE NAME

Maclure & Langley, manufacturers' agents, Toronto, have made a change in their name to Langley, Harris & Co., Ltd. There is no change in the directorate of this company, E. W. Langley being the president and J. G. Harris continuing as secretary-treasurer. Mr. Maclure has not been associated with the firm for several years and this was the reason for the change in name.

Joseph Critelli, an Italian grocer in Niagara Falls, Ont., passed away suddenly at his home, 675 Ferry Street, last week. For many years he had a wholesale and retail grocery business in Niagara Falls.

New Customs Ruling is Explained

All Invoices Shall Be Made Out in the Currency of the Country When the Goods Are Imported, or in the Currency in Which the Goods Are Actually Purchased.

IN view of the misunderstanding of the Customs Department ruling regarding the valuation of imports for duty, a definite ruling has been issued, as follows: All invoices shall be made out in the currency of the country when the goods are imported, or in the currency in which the goods are actually purchased. And in computing the value for duty of such currency the rate shall be based upon the actual value of the standard coins or currency of such country, as compared with the standard dollar of Canada. It will be necessary for the exporter to put on all invoices the following declaration:

The fair market value for home consumption at the time shipped shown on this invoice is £.. s.. d.. in paper currency, and is equivalent to £...s...d... in gold sovereigns, as compared with the Canadian dollar, on the basis of $.... to the pound sterling.

To make that perfectly clear we may give the following example: Supposing that an invoice shows that the fair market value for home consumption at the time shipped is £100 in British paper currency, and the rate of exchange on the said date is $3.9946, then the equivalent in gold sovereigns would be £80, on which latter amount the duty would be payable at $4.86 2-3 to the pound.

The British exporter will, of course, obtain the current rate of exchange from his banker on the day the invoice is made out, and the Canadian customs will issue a bulletin weekly, showing the minimum and maximum rates for the week, for the purpose of verifying the exporter's statements.

The Customs Department will allow refunds for the amounts of duty overpaid since July 22, 1920, if certified amended invoices are forwarded with the above statement and signed by the exporter.

The pre-war values of standard currencies are still recognized whether of gold or silver. The difficulty is that no European Government would acknowledge that its paper currency has depreciated from its standard gold and silver currency, even if it had stopped payment in specie.

Therefore, exporters make the above declaration for the benefit of importers who pay the duty, not acknowledging depreciation of their own currency, but only relatively to the Canadian dollar.

TIPPET AGENCY REORGANIZED

Montreal (Special).—An interesting development in the brokerage and agency business in Montreal has taken place this week, the firm of Tippet & Co. having taken over the old firm of Arthur P. Tippet & Co. Those connected with the new firm are: F. H. Tippet, John T. Bryson, and Geo. S. Pelton.

Mr. Tippet, who has long been connected with the late firm as well as having previously been in the same line in Liverpool, Eng., will have the general management. Mr. Bryson, who is known to the grocery trade in this Province and other parts of Canada, will look after the selling, in conjunction with Mr. Pelton, who, for some years was a member of Godfrey S. Pelton & Son, in a similar capacity.

It is the intention of the new firm to carry on the importing and agency business on the same lines as their predecessors.

Wholesale Grocers' Emphatic Denial to the Charge

Wholesale grocers and manufacturers against whom the Attorney-General of Ontario has brought an action charging that they have entered into a combination for the restraint of trade give forceful denial to the charge.

They assert that the complaint of the Attorney-General has already been laid in evidence before the Board of Commerce, and has been decided by that body in favor of the defendants.

The defendants quote the Board of Commerce Act to the effect that an unlawful trade combination had reference to such combination as in the opinion of the Board of Commerce of Canada has operated or is likely to operate detrimentally to the interests of the public, consumers, producers, or others, and the Board of Commerce expressed a contrary opinion. The defendants deny all allegations of conspiracy, illegal combination or other wrongful acts as alleged in the Attorney-General's statement of claim.

CONFERENCE OF HARGREAVES SALESMEN

George P. Hargreaves, Managing Director From England, was Present

The Canadian representative of Hargreaves Bros. & Co., Ltd., Hull, England, met in conference in Toronto last week under the supervision of Geo. P. Hargreaves, managing director, who came over from England to visit his head office in Toronto and his various representatives. The conferences were held in the St. Charles Hotel, and those present in addition to Mr. Hargreaves were Ben Billesdon, director and Canadian manager, with headquarters in Toronto; Alfred Wayles, sales manager, Vancouver; Thos. McFarlane, sales manager, Winnipeg; G. B. Noble, representative for Alberta and Northern Saskatchewan; W. J. Wallace, representative in Western Ontario; S. Stanley Hill, representative in Eastern and Northern Ontario, and W. Twyman, representative in Toronto. The business conditions throughout the country and future prospects for the products of Hargreaves Bros. & Co., and Day and Martin, a subsidiary company, were gone into thoroughly. The visiting representatives were tendered a dinner on Wednesday evening, a luncheon on Thursday, a theatre party the same evening, and a luncheon again on Friday. The visitors reported a very enjoyable and profitable conference.

Mr. Hargreaves left for New York from where he sailed on Tuesday, November 2, for the Old Country. Mr. Billesdon, of the Toronto office, spent a couple of days in New York prior to his departure.

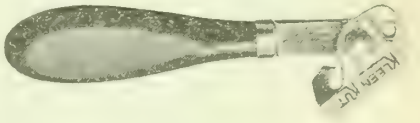
Sir Thomas Tait New President of Can. Salt Co.

Sir Thomas Tait, of Montreal, has been elected president of the Canadian Salt Company, Windsor, Ont., in succession to the late E. G. Henderson, who died a short time ago. Sir Thomas had previously been vice-president. Mr. Duck, who had been with the company for the past twenty years, and was closely associated with Mr. Henderson, has been appointed acting manager for the time being.

New Goods

THE "KLEEN KUT" CAN OPENER

The "Kleen Kut" can opener is a Canadian invention made in Canada by the Franco-British Supply Company, Winnipeg. It is patented in several countries.



This can opener works on a ratchet principle, the ratchet engaging the edge of tin and drawing the knife around. It cuts the top off the tin and binds down the cut edge, leaving it smooth. The manufacturers point out that this allows the solid contents to be turned out intact and obviates possibility of user injuring fingers. It works on any shaped tin.

The "Kleen Kut" is made of case hardened steel and is nickel plated.

NEWS FROM WESTERN CANADA

WESTERN NEWS ITEMS

At Port Kells, B.C., Mrs. M. L. Nevill has bought out J. Leake.

H. Donnan at 42nd and Victoria Drive, Vancouver, has sold to F. D. Britton.

C. E. Summers has purchased the business of Geo. Gatter in Arley, B.C.

Geo. C. Knapp has bought out F. H. Law at 1169 Hastings East, Vancouver.

H. Crignon, formerly at 894 Granville Street, Vancouver, is now located at 975 Robson Street.

J. T. Smith has bought the business of O. C. Rutledge at 1800 4th Street W., Vancouver, B.C.

The Bradner Supply Co. business at Bradner, B.C., will be conducted in future as A. M. Sparling.

O. R. Armstrong, Estevan, Sask., has taken over the grocery business of D. O. Crossley and Sons.

J. F. Pearman is the new proprietor of the business at 3870 16th W., formerly conducted by J. H. Ledger.

W. P. Nursey will now be found at Jubilee Station, B.C., having removed from 2624 Albert Street, Vancouver.

A. Moir is now owner of the business formerly run at 1149 Burrard Street, Vancouver, by Mrs. M. Melbourne.

Jos. Fenwick has purchased the grocery and meat business of N. Weicker at 12th on Main Street, Vancouver.

F. N. Rush, of the George Weston Co., Ltd., of Toronto, was on an extended business trip in Winnipeg last week.

The new proprietress of the business conducted by R. M. Barber at 3500 Commercial Drive, Vancouver, is Mrs. Rowley.

The business formerly conducted under the name of Hunt, Shrubsall, Ltd., at Prince Rupert, B.C., has recently been reorganized under the firm style F. E. Hunt, Ltd.

Mrs. E. Fischbacker, formerly of Alta Lake, B.C., has opened a business at 2624 Albert Street, Vancouver. This location used to be the stand of W. P. Nursey, now at Jubilee.

Warner & Moore is the new firm style under which the business conducted at 25th and Fraser Streets, Vancouver, will be carried on. The former name was Warner's Market.

Watson & Truesdale, of Winnipeg, have been recently appointed Western representatives of the George Weston Company, Ltd., of Toronto, manufacturers of biscuits.

A Winnipeg firm won the silver medal in a butter competition held recently in Chicago, Ill. This was the Crescent Creamery Co., Ltd., of Winnipeg, Man., who in competition with 1,500 competitors, won second prize, thereby winning the silver medal.

Edmonton Merchants Want Half Holiday Discontinued for Time

A proposal to have the Retail Clerks' Association of Edmonton consent to relinquishing the half holiday each week for the five weeks preceding Christmas was discussed at a conference arranged by the Retail Merchants' Association. The conference took place in the mayor's office in Edmonton a short time ago. James Ramsay pointed out that it would be a difficult matter to handle the Christmas rush if the usual half holiday was continued for these weeks.

Mr. Ramsay further stated that with regard to the question of payment for the time sacrificed by the clerks it would not be paid for. as when the half holiday was allowed in the first instance no reduction was made in the pay checks, hence the same rule should apply in inverse ratio in the present case.

O. B. Taylor, president of the Retail Clerks' Association, replied that the matter was not a simple one from the viewpoint of the clerk and that he was afraid that if this arrangement was entered into that it might create a precedent which could be used on future occasions. Mr. Taylor further said that if any objections to the scheme were to be made, that now was the time to make them, but that the Clerks' Association was willing to look at the matter in a liberal manner, and wished to assist the merchants if possible.

Mr. Ramsey instanced that trait in human nature which causes many people to leave their shopipng to the last, and that in consequence of this some measures had to be taken to overcome the difficulty.

Mr. Taylor added that it was the desire of the association to meet the merchants, if it were proved that the step was necessary. He agreed to consider the proposal, and will take the matter to the full meeting of the association, after which it will again come before Mayor Clarke's committee.

From Grindrod, B.C., comes news that H. Tomkinson has disposed of his business to McCausland & Spence.

G. E. Dalman has severed his connection with Dalman Brothers, Selkirk, Man., and is now conducting a general store of his own in that town.

P. Y. Anderson, Regina, Sask., has sold his grocery business (The Red Line Grocery) on Dewdney Street, and has taken over the grocery business formerly conducted by Slater & Findlason Co., Albert and Dewdney Streets, Regina.

Canadian Grocer and the trade wish to extend to E. P. Magowan, manager of the Saskatoon, Sask., branch of the Donald H. Bain Co., their deepest sympathy in the recent loss of his wife.

H. P. PENNOCK & CO. AGENTS FOR EMPRESS PRODUCTS

James Nolan, Winnipeg, formerly of the Empress Manufacturing Co., Ltd., of Vancouver, B.C., has joined the organization of H. P. Pennock & Co., Ltd., at their head office in Winnipeg. This company will in future represent the Empress Manufacturing Company, Ltd., for the Province of Manitoba and Western Ontario points, in addition to their former territory covering Saskatchewan.

FIRE AT WADENA, SASK., DOES MUCH DAMAGE

In a $300,000 fire that visited the town of Wadena, Sask., a short time ago, Walter Frame's grocery store was completely destroyed. The Patricia bakery, Beckman's general store, Wadena hardware, Ostry's general store, Star Cafe, Ellis' drug store, Stirling Bank, Wadena Cafe, Wadena Supply Co., Frain's meat store, and the Hollingshead jewelry store were also destroyed. With one exception the entire eastern side of the street was destroyed. Attempts on the part of the fire-fighters to stem the onrush of the flames were practically futile.

Will Continue the Work Commenced by Board of Commerce

Ottawa.—Prosecutions, which have been commenced as the result of hearings conducted by the Board of Commerce will not, it is stated, be abandoned because of the resignation of the members of the board. In the cases where prosecutions are already under way the documents, statements and evidence taken by the Board of Commerce in the first hearings have been turned over to the Attorney-General of the Province in which the charge was laid.

In any further prosecutions which may be undertaken as the result of judgments of the Board of Commerce, it is understood that Captain White, secretary of the board, will furnish the Provincial Departments with all necessary documents which may be requested.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE sugar situation continues to be the feature of the grocery markets. Prices have again been reduced by all refineries. The markets generally continue with an easier undertone and while not many changes in prices have been manifested during the week, there is a tendency that prices will show a gradual receding.

MONTREAL—The whole grocery market this week shows a decided downward tendency. Lower prices on hogs, pork and beef feature the produce market. The supply of hogs shows a marked improvement and while beef cattle are not coming as it was hoped the supply of Western cattle arriving is sufficient to bring down the prices on some of the cheaper lines. It is expected that there will be a reduction in the price of bacon and hams shortly. Eggs are holding firm in price as is also lard and shortening. There are no new developments in butter since the reduction in price one week ago. Sugar is reduced by all the refiners to $16.50 per hundred for granulated. Onions are flooding the local market with very low prices. The potato market shows added strength with a likelihood that before the winter is over the supply will not be plentiful. Oranges will be dearer this winter since the quotations on navel oranges at the coast are much higher. This also applies to bananas. The new supply of Turkish figs are to hand with perhaps a shade easier prices. Prices on nuts remain easy.

TORONTO——All sugar refiners have reduced quotations during the week; the market remains in an unsettled condition with a tendency for further reductions. Syrups and molasses are steady and unchanged. The cereal market, both for bulk and packages is ruling steady, with quotations on rolled wheat and potato flour reduced. Spices are ruling steady under a fairly active demand. Peppers in primary markets are firm but quotations on spot are unchanged. A car of Santa Clara prunes is rolling this way and will arrive within the next ten days. Raisins are steady with a fairly active enquiry from retailers. The primary market for coffees continues weak with quotations on futures again reduced. The first shipment of California budded walnuts is rolling this way and is expected to reach this market within the next week. Spot stocks of nuts in the shell are being offered at low prices to clean up, pending the arrival of new crop goods. The primary market for shelled walnuts is considerably firmer, some importers state that new shipments cannot be replaced at present quotations to the trade. The London market continues overloaded with cheap coarse teas with very low quotations on same. The finer teas such as broken orange pekoes and broken pekoes of good cup quality remain in scant supply with the high prices holding. Japans are ruling in a strong market at high figures and are likely to remain so in view of the shortage for export. There is little movement in the canned goods market, retailers continuing to buy light with quotations generally holding steady although some jobbers are offering this season's pack of corn and tomatoes at reduced figures. Canned apples in gallon cans are quoted lower. Vegetables are steady and with the exception of potatoes prices are unchanged. Potatoes have shown a firmer tendency with quotations higher. Reports of the rot in potatoes still come in from some districts but this is not general as most districts have a good crop of first class potatoes. California Valencia oranges are nearing the end of the season with quotations again advanced during the week. It is reported that the keeping qualities of Spanish Malaga grapes are nut up to the mark this season. Reductions have been named on one brand of package cocoanut, cooking chocolate, soap chips and cotton twine. Cold blast lantern globes are quoted higher.

WINNIPEG—The cool weather during the week has stimulated the grocery market in a slight degree, buyers are not booking orders but are buying in small quantities as they require them. Money is reported tight, with collections far from being as good as expected. Business is being affected by the delay of the crop on the market as a large percentage of the farmers are holding their wheat for higher prices, with the effect that money is not moving very freely into circulation. However optimism is the byword, and just as soon as this "hold out" wheat starts rolling, money will be more plentiful. Stocks will have to be replenished as retailers and wholesalers are reported to be carrying very small stocks as compared with former years. During the coming months the situation will be more favorable for a better and bigger business.

QUEBEC MARKETS

MONTREAL, Nov. 5.—The feature of the provision market this week is the reduction in the price of sugar by the refiners to the basis of $16.50 per hundred. Dominion Refineries quoted $14.50. The new quotations on figs are a little easier for the Turkish figs which have not been on this market for years. It is reported that they are of especially fine quality this year. Prunes are also quoted two cents lower on the new crop. The tea market continues in a very unsettled condition. Shredded Wheat is advanced five cents per case in price. Lower figures are quoted on chicory and on cloves. Oranges will be much dearer this winter as is also the case with lemons. Bananas too will be dearer. Nuts continue at low quotations. Tapioca is cheaper this week. There is no change in cereals this week. Quotations on cotton rope are reduced, following cotton twine as a result of the lower market on cotton.

Lower Prices on Sugar

Montreal.

SUGAR.—The rest of the sugar refineries have followed the lead of the Dominion and have reduced their prices on granulated sugar to 16½ cents per pound. This is a reduction of $1.40 per hundred and makes a total reduction in price of 3 cents per pound in the last two weeks.

Atlantic Sugar Co., extra granulated, cwt.	16 50
Acadia Sugar Refinery, extra granulated	16 50
Canada Sugar Refinery	16 50
Dominion Sugar Co., Ltd., crystal gran..	14 50
Dominion Beet Sugar	14 50
St. Lawrence Sugar Refineries	16 50
Icing, barrels	16 70
Do., 25-lb. boxes	17 10
Do., 50-lb. boxes	16 90
Do., 50 1-lb. boxes	18 20
Yellow, No. 1, bags	15 50
Do., No. 2	15 40
Dark Brown	15 30

Molasses Market Unchanged

Montreal.

MOLASSES.—There is no change in the molasses market this week. Prices were reduced a short time ago which more than covers the reduction which has been made on refined sugar. The market for corn syrup is also unchanged following the reduction in prices quoted last week.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 09
Half barrels, about 350 lbs.	....	0 09¼
Quarter barrels, about 175 lbs.	....	0 09¾
2 gal., 25-lb. pails, each	....	2 85
3 gal., 38½-lb. pails, each	....	4 25
5 gal., 65-lb. pails, each	....	6 85
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	6 60
5-lb. tins, 1 doz. in case, case	....	7 45
10-lb. tins, ½ doz. in case, case	....	7 15

Barbadoes Molasses	Prices for Island of Montreal
Puncheons	1 40
Barrels	1 43
Half barrels	1 45
Puncheons, outside city	1 35
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case	8 25
5-lb. tins, 1 doz. in case, case	6 80
10-lb. tins, ½ doz. in case, case	6 65

No Change in Cereals

Montreal.

CEREALS.—No change is recorded this week in the cereal market. With the colder weather the trade in these lines is picking up considerably. The market is holding firm although there has been a steady downward trend to prices for the last two months. Rolled oats is quoted at various prices depending on quality and brand.

Oatmeal, gran., fine standard	....	5 50
Rolled oats, 90 lbs.	....	4 75
Pearl Hominy	....	6 25
Cornmeal, Gold Bust Brand	....	6 00
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley	....	7 25

New Prunes Lower

Montreal.

DRIED FRUIT.—The market for dried fruit is brightening up with the approaching winter and Christmas season. The most noticeable feature of this market this week is the reduced quotations on prunes. These quotations show a reduction of 2 to 2½ cents per pound on previous figures. The 30-40 are quoted at 28 cents, which is a reduction of 2 cents. The rest of the market is unchanged this week. The new crop of Turkish figs are now offered on the market and quotations are a little easier than present figures. These figs have not been on this market for some years and will be in big demand, especially in view of the fact that California figs are almost unobtainable.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 16
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 22	0 24
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown	....	0 27
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 22
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	...	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Tea Situation Unsettled

Montreal.

TEA.—The tea market appears in be in a very unsettled condition. The medium grade teas are cheaper in many cases but the prices on the best grades are holding firm, in fact there are reports that the best black teas will be still dearer and in that case it will strengthen up the whole tea market. Japan teas are unchanged in price and are holding firm at original quotations.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Cotton Rope is Lower

Montreal.

COTTON ROPE.—Cotton rope, following the prices on cotton twine, is reduced this week to 62 cents for the ¼ inch. The lower cost of cotton is responsible for the reduction in price of all cotton products.

Better Trade for Nuts

Montreal.

NUTS.—The trade in nuts is picking up considerably in view of the Christmas and winter business. Prices on walnuts are still very low but filberts and almonds are holding up very well. The new supply of chestnuts is not quoted as yet but it is expected that the prices will be fairly stiff. As far as walnuts are concerned the market does not show very much strength at this time.

Almonds, Tarragona, per lb.	....	0 24
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 40
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	....	0 17
Do., Barcelona	0 17	0 19
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Jumbo	0 19	0 22
Do., extra	0 16	0 19
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, Java, per lb.	0 29	0 30
Do., No. 1 Virginia	....	0 14
Do., shelled, No. 1 Virginia	0 16½	0 18

Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 29	0 30
Do., large, No. 2, polished	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot Walnuts	....	0 25
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 50
Do., Bordeaux	....	0 58
Do., Chilean, bags, per lb.	....	0 33
Do., Spanish, shelled	....	0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

New Pineapple Cheaper

Montreal.

CANNED GOODS.—New prices are quoted this week on the new pack of pineapple, both grated and sliced. The new price given for the 2½ lb. tins is from $5.40 to $5.75 per dozen, and on the 2 lb. tins from $4.60 to $4.80 per doz. This is a slight reduction on previous quotations. Other quotations in canned goods are holding firm although the retailers and wholesalers had hoped that new prices would be quoted which would be slightly lower than the quotations which now hold.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	2 15	2 20
Beans, Refugee	2 15	2 20
Corn, 2s	1 57½	1 62½
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 75	1 80
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	....	5 00
2½-lb.	....	6 50
1-lb.	....	3 75
Pears, 2s	4 25	4 50
Pears, 1s	4 25	4 50
Do., 2½s	....	7 20
Do., 2-lb.	....	5 40
Pineapples (grated and sliced), 2½-lb.	5 40	4 80
2-lb.	4 60	4 80
1-lb.	....	2 50
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25

Shredded Wheat is Dearer

Montreal.

PACKAGE GOODS.—There is an advance of 5 cents per case on the price of Shredded Wheat, which simply covers the additional cost and price of the paper used in packing. The price of shredded wheat is now $4.95 per case. Other lines in package goods are unchanged this week. Baker's pure chocolate is reduced 5 cents this week to 47 cents per pound. Reindeer condensed coffee is also reduced 50 cents per dozen, to $4.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 35
Corn Flakes, 3-doz. case 3 50 3 65 3 50	....	4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 50
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Do., self-raising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	7 30
Do., 20s, case	....	7 50
Self-raising Flour (3-lb. pack.) doz.	....	3 20
Do. (6-lb. pack.), doz.	....	6 30
Corn Starch (prepared)	....	0 11½
Potato flour	....	0 13
Starch (laundry)	....	0 09¾
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Shredded Wheat	....	4 95
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case	....	4 70
Package Cornmeal	....	4 25
Malt Breakfast Food (36 pkgs.)	....	12 50

Chicory Greatly Reduced

Montreal.

SPICE.—The spice market, which has not changed to any extent, is doing a very good business at this time of the year. Chicory is greatly reduced in price, perhaps mainly due to the competition on the market from Belgium. The Belgian chicory is underselling Canadian chicory and Canadian quotations are now reduced to 18 cents. The quotations on pepper which have been reduced lately show more strength and jobbers state that an advance in black pepper would not be surprising. Zanzibar cloves are reduced in price this week, now quoted at 60 cents per pound.

Allspice	0 30	0 20
Cassia (pure)	0 30	0 33
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 18
Cinnamon		
Rolls		0 35
Pure, ground	0 35	0 40
Cloves	....	0 60
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 42
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 35
Do., white	....	0 45
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 65
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Tapioca is Cheaper

Montreal.

RICE.—The rice market continues in its very unsettled condition, prices being very low and vary considerably. Tapioca, however, is reduced in price, which is a few cents lower than previous quotations. Tapioca "seed" is now quoted at 9 cents.

RICE—		
Carolina, extra fancy	17 00	18 00
Do. (fancy)		18 00
Rangoon "B"		12 50
Rangoon "CC"		12 25
Broken rice, fine		8 00
Bell rice, fine		16 00
Bell broken rice		10 00
Texas rice		10 50
Siam		7 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras		0 07
Siam		0 11½

NOTE. The rice market is subject to frequent change and the price basis is quite nominal.

Oranges and Bananas Higher

Montreal.

FRUIT.—It is quite evident that very high prices for oranges will be asked this month and most probably right up to Christmas. The California Valencia oranges are just about finished, and the navels will be on the market. For these very high prices are being asked at the coast, and fruit dealers state that they are paying $10.50 per case for them here in car lots. This means that by the time they are classified and sold by the separate case high prices will be asked for them. Lemons, too, are very strong at the present time as it is a little too early for the Italian lemons. Bananas are apparently very scarce, or at least they are scarce at this point, and higher prices will likely be asked this month. It is estimated that supplies of bananas are not as small as we, so far from where they are grown, are led to believe.

Apples—		
Do., Fameuse, per bbl.	9 50	10 00
Do., Wealthy No. 1, per bbl.	....	7 50
Do., No. 2, per bbl.	....	7 00
Do., Alexander, per bbl.	6 00	6 50
Do., Greening	7 00	7 50
Do., Baldwin	7 00	7 50
Do., Russet	7 00	7 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	4 25
Oranges, Cal., Valencias	....	10 00
Do., 100s and 150s	....	10 00
Do., 176s and 200s	....	10 00
Cal. Navels—		
80s, 100s		10 50
126s		10 50
150s		10 50
176s, 250s		10 50
Florida, case	....	10 50
Pineapples crate		8 50
Canadian Peaches, 11 qts.	....	0 90
Plums, 11 qts.	0 50	0 60	0 80
Pears, 11-qt. basket	....	1 25
Pears, Keiffers, per hamper	....	3 00
Canteloupes, crate (45)	....	9 00
Tokay Grapes, per box	....	5 00
Blue Grapes, 6 qts.	....	0 55
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	9 00

Onions Flood the Market

Montreal.

VEGETABLES.—The supply of onions that is now on the market is so large that the market is flooded at the present time, and prices are so low on yellow onions that it is hardly paying the grocer. There are cars of yellow onions now on track in Montreal which are being offered for sale at 75 cents per hundred pounds. The potato market shows more strength this week. There is a good supply of potatoes, but it is reported that there is so much scab and rot that it is feared the supply will not last. New Brunswick potatoes are particularly affected.

Beets, per doz.	....	0 25
Beans, wax (20-lb. bags)	1 00	1 25
Do., new string (imp.) hamper	....	....
Cucumbers, Montreal, per doz.	....	0 20
Cabbage, Montreal, doz.	0 50	0 65
Chicory, doz.	....	0 50
Carrots, doz.	....	0 25
Corn, cob, per doz.	0 15	0 20
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 25	1 80
Do., sweet, hamper	....	3 50
Canadian Radishes, doz.	....	0 40
Spinach, box	....	0 75
Turnips, per doz.	....	0 40
Watercress (per doz.)	....	0 75
Montreal Tomatoes, per box	....	2 50
Cauliflower, per doz.	....	0 90
Spanish Onions, per case	....	5 25
Yellow Onions per cwt. bag	0 75	1 50
Red Onions, per cwt. bag	....	3 00

ONTARIO MARKETS

TORONTO, Nov. 5.—The sugar market continues unsettled under the reductions during the week. The molasses market is steady to firm with quotations unchanged. Rolled wheat has declined 50 cents per barrel. Potato flour in packages has been reduced one cent per pound. Raisins are holding steady with new crop seedless moving freely into retailers' hands. The primary markets for coffee continue weak with a tendency for lower levels. Shelled walnuts are firmer, but quotations on spot are unchanged. The tea market is unchanged. Potatoes are firmer with prices higher. Valencia oranges continue firm with quotations higher. Reductions are noted on package cocoanut, one brand of chocolate, soap chips and cotton twine. Higher prices are quoted in lamp globes.

Sugar Prices Reduced

Toronto.

SUGAR.—All sugar refineries have reduced prices during the week. Dominion is now quoted at $14.71 per hundred; St. Lawrence, Atlantic, Canada and Acadia are now quoted at $16.71, a reduction of $1.40 per hundred. The market is in an unsettled condition and further reductions are expected in view of the large sugar beet crop which must be moved off.

St. Lawrence, extra granulated, cwt.	$16 71
Atlantic, extra granulated	16 71
Acadia Sugar Refinery, extra granulated	16 71
Dom. Sugar Refinery, extra granulated	14 71
Canada Sugar Refinery, granulated	16 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, $1; No. 2, $1.10; No. 3, $1.20.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons 50/2s, 70c. Yellows same as above.

Syrups Are Steady

Toronto.

SYRUPS.—Corn syrups are ruling steady under the reductions of last week. The demand has greatly improved since the cooler weather. Molasses market is steady to firm with quotations unchanged.

Corn Syrups		
Barrels, about 700 lbs., yellow	....	0 08
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 15
Cases, 5-lb. tins, white, 1 doz. in case	....	6 85
Cases, 10-lb. tins, white, ½ doz. in case	....	6 55
Cases 2-lb. tins, yellow, 2 doz. in case	....	5 55
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 25
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 95
Cane Syrups		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	....
New Orleans, bls., gal.	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz. Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	1 60	6 95

Rolled Wheat Lower

Toronto

CEREALS.—The cereal market generally is holding steady at unchanged quotations. Rolled wheat has declined 50 cents per hundred pound barrel, bringing the price down to $7.25. Graham flour is quoted at $6 per 98-pound bag. Other quotations are unchanged as follows:

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	7 75
Barley, pot, 98s	....	6 25
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	....	5 50
Do., fancy yellow, 98s	....	5 75
Oatmeal, 98s	....	5 00
Oat Flour	....	....
Corn Flour, 98s	....	6 25
Rye Flour, 98s	....	6 25
Rolled Oats, 90s	....	4 45
Rolled Wheat, 100-lb. bbl.	....	7 25
Cracked wheat, bag	....	6 75
Breakfast food, No. 1	....	6 25
Do., No. 2	....	6 25
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	8 40
Blue peas, lb.	....	0 10
Marrowfat green peas	....	0 08¼
Graham Flour, 98s	....	6 00
Whole wheat flour	....	5 85
Wheat kernels, 98s	....	7 35
Farina, 98s	....	6 20

Potato Flour Down

Toronto.

PACKAGE GOODS.—Package cereals are unchanged, the market is holding fairly steady. St. Lawrence potato flour has been reduced to $2.30 per case of 24 12-oz. packages, and Casco potato flour has been reduced to $2.60 per case of 20 16-oz. packages.

PACKAGE GOODS		
Rolled Oats, 20s, round, case	5 60	5 80
Do., 20s, square, case	5 60	5 80
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	3 60
Cornstarch, No. 1, lb. cartons	....	0 12½
Do., No. 2, lb. cartons	....	0 11
Laundry Starch	....	0 09¾
Do., in 1-lb. cartons	....	0 10¼
Do., in 6-lb. wood boxes	....	0 13¼
Do., in 6-lb. tin canisters	....	0 14
Celluloid Starch, case	....	4 70
Potato Flour, case 20 1-lb. pkgs.	....	2 60
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	6 80
Cornmeal, 24s	....	3 80
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	4 00
Buckwheat flour, 24s	....	4 00
Two-minute Oat Food, 24s	....	3 75
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 80
Do., pearl, case	....	3 80
Scotch Pearl Barley, case	....	2 90
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to to case	....	7 15
Do., Buckwheat Flour, 18 to case.	....	3 65
Do., Pancake Flour, 18 to case.	....	3 65

Spice Market Steady

Toronto.

SPICES.—The spice market is ruling steady under a fairly active demand. Peppers in primary markets are firm but quotations on spot stocks are unchanged.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	....	0 65
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 45
Mustard, pure	....	0 55
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	....	0 75
Peppers, black	....	0 35
Do., white	....	0 45
Paprika, lb.	0 80	0 85
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 55
Do., 80s	....	0 60
Do., 64s	....	0 70
Do., ground	0 40	0 50
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 20
Carraway seed, whole	....	0 30
Turmeric	....	0 28
Curry Powder	....	0 40
Cream of Tartar—		
French, pure	0 75	0 80
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

New Prunes on the Way

Toronto.

DRIED FRUITS.—It is now considered that the lowest prices for California and Oregon prunes have been reached and jobbers are booking up orders. A car of Santa Clara prunes is expected to arrive on this market in the course of another week, the following prices are being quoted: 30-40 at 25½ cents per pound; 40-50 at 23½ cents; 50-60 at 19½ cents; 60-70 at 16½ cents; 70-80 at 14½ cents; 80-90 at 12½ cents, and 90-100 at 11¾ cents. Raisins are steady with new crop seedless, both bulk and packages, which have arrived on this market, moving freely into retailers' hands.

Evaporated apples	0 15	0 16
Candied Peels, American		
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek, Filiatras, cases	....	0 16¾
Do., Amalias	0 18½	0 19
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.	....	0 18
Dates—		
Exclesior pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case	....	7 25
Fard, per lb.	....	0 30
Hallowee dates, per lb.	0 18	0 23
Figs—		
Smyrna layers, 4 crown, lb.	....	0 26
Do. layers, 6 crown, lb.	....	0 30
Prunes—		
30-40s, 25s	....	0 31
40-50s, 25s	0 25	0 28
50-60s, 25s	....	0 23½
60-70s, 25s	....	0 21½
70-80s, 25s	....	0 18½
80-90s, 25s	....	0 16½
90-100s, 25s	....	0 15½
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 29
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas	....	0 26
Thompsons, Seedless	....	0 30
Valencia	....	0 25

Coffee Market Weak

Toronto.

COFFEES.—The primary market for coffees continues weak and irregular with a tendency for lower prices. Spot stocks quotations to the trade are unchanged.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaice	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santo	....	0 42

Shelled Walnuts Firmer

Toronto.

NUTS.—The first shipment of California budded walnuts is rolling this way and is expected to reach this market within the next week. Spot stocks of nuts in the shell are being offered at different prices to clean up stocks pending the arrival of new crop goods. The primary market for shelled walnuts is considerably firmer; some importers state that new shipments cannot be replaced at present quotations. Prices to the trade remain at 60 cents per pound in case lots.

Almonds, Tarragonas, lb.	0 25	0 30
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	0 26	0 30
Do., Marbot	0 26	0 28
Do., California	0 39	0 40
Filberts, lb.	0 19	0 21
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 35
Do., unsweetened, lb.	....	0 42
Do., shred	....	0 30
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	....	0 32
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 52	0 57
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 60	0 65
Peanuts, Spanish, lb.	....	0 17
Do., Chinese, 30-32 to oz.	....	0 13
Do., Java	....	0 14
Brazil nuts, lb.	....	....
Pecans, lb.	....	1 15

Japan Teas Hold Firm

Toronto.

TEAS.—The London market continues overloaded with cheap, coarse teas, with very low quotations on same. The finer teas such as broken orange Pekoes and broken Pekoes remain in scant supply with quotations holding firm. Japans are ruling in a strong market at high figures in view of the shortage for export in that country.

Ceylons and Indians		
Pekoe Souchongs	0 40	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Rice Market Unsettled

Toronto.

RICES.—The rice market is in an unsettled condition with a tendency for lower prices. Quotations on spot are as follows:

Honduras, fancy, per 100 lbs.	....	....
Do., broken	....	0 09½
Blue Rose, lb.	0 17	0 17½
Siam, fancy, per 100 lbs.	....	....
Do., second, per 100 lbs.	....	15 00
Do., broken, 100 lbs.	....	11 00
Japans, fancy, per 100 lbs.	....	0 18½
Fancy, Patna	....	17 00
Chinese, mats 50 lbs.	....	0 14½
Tapioca, pearl, per lb.	0 10	0 10½
White Sago	0 10	0 10½

Canned Apples Lower

Toronto.

CANNED GOODS. — There is little movement in the canned goods market. Retailers continue to buy light. Quotations are generally holding steady although there are some jobbers offering this year's pack of corn and tomatoes at low figures. Canned apples in gallon cans have been reduced to $4.75 per dozen, a reduction of $1.50 per dozen under the last quotation.

Salmon—		
Sockeye, 1s, doz.	....	5 80
Sockeye, ½s, doz.	....	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Choe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	...	1 72½
Peas, Standard, doz.	1 80	1 90
Do., Early June, doz.	...	2 00
Do., Sweet Wrinkle, doz.	....	....
Beets, 2s, doz.	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 50	1 65
Pumpkins, 2½s, doz.	....	1 85
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., do.	....	4 75
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 43
Black Currants, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50
Gooseberry, 4s, each	....	1 43
Do., 16 oz., doz.	....	5 35
Peach, 4s, each	....	1 25
Do., 16 oz., doz.	....	4 80
Red Currants, 16 oz., doz.	....	5 50
Raspberries, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50
Strawberries, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50

Potatoes Are $1.75 Per Bag

Toronto.

VEGETABLES. — The market for vegetables is steady, and with the exceptions of potatoes prices are unchanged. Potatoes have shown a firmer tendency with quotations up 10 cents per bag, now quoted at $1.75. Reports of the rot in potatoes still come in from some districts, but this is not general as most districts have a good crop of first class potatoes.

Cabbage, Can., per doz.	....	0 50
Parsley, domestic, per 11-qt. bask.	....	0 50
Carrots, per 75-lb. bag	....	0 85
Turnips, per 75-lb. bag	....	0 85
Parsnips, bag	....	1 25
Onions, 100-lb. sack	....	2 00
Do., Spanish, large crate	....	5 25
Do., pickling	1 00	2 00
Green Peppers, hot, 11 qt. bskt.	....	0 60
Do., sweet, 11-qt. bskt.	....	0 75
Vegetable Marrow, doz.	....	0 50
Celery	0 75	1 00
Egg Plant, 11-qt. basket	....	0 50
Potatoes, per bag	....	1 75
Sweet Potatoes, hampers	....	2 75
Do., bbls.	....	8 00

California Lemons $7.00

Toronto.

FRUITS.—California Valencia oranges are nearing the end of the season and quotations continue upward, 150s are selling at $10.75 per case, with other sizes quoted $1.50 per case higher than last week's prices. California lemons are quoted at $7 per case and Messinas at $4.50. Cranberries are holding at $13 per barrel, but it is the opinion that prices will be higher. Canadian Roger grapes are still coming with prices at 60 cents per basket. It is reported that the keeping qualities of Spanish Malaga grapes are not up to the mark this season. Pomegranates are on the market and are offered at $5 per flat.

Oranges, Valencias	
126s	10 00
150s	10 75
176s, 200s, 216s, 350s	11 50
Bananas, Port Limons	0 11
Lemons, Cal., 240s	7 00
Do., Messinas, 300s	4 50

Grapefruit, 46s to 96s		6 00
Pears, Oregon, per box		6 50
Grapes—		
California Emperors, lugs		4 50
Do., drums		8 50
Apples, fancy Ontario in new barrels—		
Spies, No. 1s	7 00	8 00
Spies, No. 2s	6 00	7 00
Baldwins, No. 1s	6 00	7 75
Baldwins, No. 2s	5 00	7 25
Greenings, No. 1s	6 00	7 25
Greenings No. 2s	5 00	7 25
B.C. in boxes		3 85
Cranberries, ½ barrels		6 75
Do., barrels		13 00
Pomegranates, half box		5 00

Wheat Market Steadier

Toronto.

FLOUR.—The wheat market developed a steadier tone during the week with an upward tendency. Cash wheat No. 1 Northern is quoted around $2.31, and Ontario $2.10. There is little export business for flour at the moment and the market is holding steady.

FLOUR—	
Patent Firsts, in jute bags, per barrel	13 00
Do., seconds, in jute bags, per barrel	12 50

Honey Prices Steady

Toronto.

HONEY.—The market for honey is steady at unchanged figures. There is a fair demand.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
Honey, Extracted, white clover honey, in 60-lb. and 30-lb. tins, per lb.		0 26
Ontario, No. 1, white clover, in 5 and 10-lb. tins, per lb.		0 28

Cocoanut Reduced

Toronto.

MISCELLANEOUS.—A reduction of 2 cents per pound on all Schepp's package cocoanut, also on special packing in tin canisters. Walter Baker's Premium chocolate has been reduced, ½s are now quoted at 47 cents per pound, and ¼s at 49 cents per pound. Princess soap chips have declined, now quoted at 21½ cents per pound. Cotton twine is lower, 3-ply balls are now 75 cents per pound and cones 71 cents per pound.

Lantern Globes Higher

Toronto.

LANTERN GLOBES.—An advance has been registered on cold blast lantern globes. Quotations are now $1.75 per dozen.

WINNIPEG MARKETS

WINNIPEG, Nov. 5—All sugar quotations have been reduced. Corn syrups and starches are also reduced. Cereals are easier; quotations show declines. Coffee market is firmer. Rices are inclined to be weak. Walnuts are firmer. The flour market remains unchanged under a steady demand. Fruits and vegetables are steady and unchanged. One brand of macaroni is quoted lower.

Sugar Prices Lower

Winnipeg.

SUGAR.—All Eastern refiners have lowered their price on granulated sugar and various prices now are quoted ranging from $16.25 to $17.75 per cwt. The sugar market is in an unsettled condition.

Syrups Decline

Winnipeg.

SYRUPS.—Corn syrup in 2s has declined 45 cents per case while the other sizes have declined 60 cents per case. The new prices are quoted below. The molasses market stil remains firm and molasses just arriving is quoted higher than spot stocks. Later on molasses will be sold at higher prices than are prevailing at present but no doubt the market will probably ease off when the new crop is available.

Starches Are Reduced

Winnipeg.

STARCH.—A decline in the price of starch has been announced. Glucose has also been reduced 60 cents per 100 pounds and is now being quoted at $5.75 per one hundred pounds. The latest quotations on starch are as follows:

Cornstarch, 1-lb. pkgs., per lb.	0 10
Do., No. 1 quality, 1-lb. pkg.	0 11½
Gloss, 1-lb. pkgs., per lb.	0 12¼
Celluloid, 1-lb. pkgs., per case	4 85

Rolled Oats Easier

Winnipeg.

CEREALS.—All bulk cereals such as rolled oats, oatmeal, peas, wheat granules, corn meal and buck wheat grits are reported much easier, and a decided improvement is being noted in the demand for these heavier breakfast foods, due mostly to the cooler weather now prevailing.

Tea Market Unchanged

Winnipeg.

TEA.—There is practically no change in the tea market and no authentic information can be procured regarding futures; however we are led to believe that high grade tea remains very scarce and prices are well maintained.

Coffee Firmer

Winnipeg.

COFFEE.—The primary coffee market has shown a decidedly strong undertone. Santos has advanced 3 cents a pound since our last issue. Rio coffee is also very much higher. Reports state that Brazil has effected a loan from the U.S. for the purpose of handling their coffee crop. Local conditions remain as previously reported.

Spices Unchanged

Winnipeg.

SPICES.—Business in spices continues extremely slow, being confined wholly to small lots to cover immediate wants. Nevertheless prices do not show any changes of importance as there is no pressure of stocks in first hands, and the opinion prevails that no quantities of any great volume remain to be liquidated in other quarters. It is not expected that distributors will be able to make noteworthy purchases of spices until present unsatisfactory conditions in the other markets are rectified.

Rice Market Weak

Winnipeg.

RICE.—The rice market is quiet. Europe is not buying freely and California is face to face with the world situation and cannot be dependent entirely on domestic consumption. In other words U. S. has grown sufficient rice this year to supply both herself and Canada for at least four years. Cuba is embargoed, and there will be little, if any, rice sold into that country for the next six months. San Domingo has prohibited further importation of rice until January, 1921, because of large accumulation of stocks in that country. Conservatively speaking there will be available the following: Saigon will have at least 800,000 tons of clean rice. Rangoon will have 1,250,000 tons, Japan is to have rice for export this season, and Brazil has a crop of 8,000,000 bags of rough rice, while as heretofore they have produced about 2,000,000. California will have about 4,250,000 pockets (of 100 pounds each) and the southern U.S. about 16,000,000 barrels of 162 pounds each). The rice mills in California will start operating very shortly.

Canned Goods Arriving

Winnipeg.

CANNED GOODS.—There is nothing of very much importance in the canned goods line this week. New canned goods are arriving freely and the quality is well up to the standard.

Dried Fruits Unchanged

Winnipeg.

DRIED FRUITS.—There is very little to note since our last report on the dried fruit situation. New crop Filiatra currants are now on the market and are finding ready sale. Evaporated apples and prunes remain easy. New California seedless raisins in both bulk and packages are being quickly absorbed by the trade.

Walnut Market Firmer

Winnipeg.

NUTS.—The French walnut market is firmer and it is likely to remain steady until the end of the year, due to the increased demand caused by the Christmas trade. Shelled almonds are slightly easier for future shipments. Good prices are still being obtained for available spot stocks as the new crop is not on the market. Spanish peanuts No. 1 are slightly firmer but are at a reasonable price and are not likely to show any further declines. The present indications are that the peanut crop in Shantung, despite many setbacks, will be about 20 per cent. greater than the 1919 crop, according to a statement from Consul Gauss, Tsinanfu. It is estimated that 85 per cent. of the crop will be of first

quality, provided sufficient rainfall continues. It is generally expected that the new crop of peanuts in China is exceedingly good, and the total output is estimated at least 300,000 tons, which is about 30 per cent. increase over last year. Out of this total output about 150,000 tons will be crushed into oil and the balance will be exported. The quality of this year's crop is also expected to be better than last year. On account of the low price of peanut oil the quantity for crushing purposes will be scarce this year. This will increase the exportation of peanuts as grown. The new crop of shelled Brazils has arrived on the market and the quality is good although prices remain high. After the first of the year lower prices may be expected.

Flour Remains Steady

Winnipeg.

FLOUR.—The flour market remains unchanged and the demand is steady. Purchasers are only buying sufficient quantities as they require same.

Emperor Grapes Arrive

Winnipeg.

FRUITS.—California emperor grapes are now on the market in both lugs and kegs and are quoted: lugs, $6; kegs, $11. Florida grapefruit is reported lower and is now being offered at $9 per case. Very few bananas and oranges are to be had but California navel oranges are expected very shortly. Prospects for the navel orange crop is reported to be one of the biggest crops in recent years and as further shipments arrive the prices are expected to be lower, providing they are not frost bitten. Lemons have increased and are now being quoted at $7.50 to $8. Good shipments of Eastern and Western apples are arriving.

Potatoes Unchanged

Winnipeg.

VEGETABLES.—The vegetable situation remains unchanged. Potatoes remain firm at $1.75 per bushel and lower prices are not being looked forward to owing to the shortage of the potato crop in the Canadian market. Imported cucumbers are arriving and are reported at $5 per dozen; there is a noted scarcity of same. All other vegetables remain unchanged.

Macaroni Lower

Winnipeg.

MACARONI.—The previous prices of Catelli's macaroni have been cancelled and the following are effective: 30 16-oz., $4.95 per case; 30 8-oz., $2.95 per case. Bulk—10-lb. boxes, $1.40 per box; 5-lb. boxes, 75 cents per box.

VANCOUVER MARKETS

VANCOUVER, B.C., Nov. 4.—There is a good demand for Christmas candies. The bean market is unsettled with large stocks of depressed beans thrown on the market. Rices are easier with quotations lower. Strawberry and raspberry jams are holding at steady quotations but other kinds have shown a decline. Walnuts are easy. Reductions are noted on cornstarch and corn syrup. Soda biscuits in bulk are lower.

Sugar Prices Lower

Vancouver.

SUGAR.—The present prices of sugar to the retail trade are as follows: Granulated $17 per hundred and yellow, $16.

Confectionery in Demand

Vancouver.

CONFECTIONERY.—The demand for Christmas stocks of candies is good, while a big hurry call demand is expected in December; the demand is at present well pleasing to the jobbers.

Beans Unsettled

Vancouver.

BEANS.—The price of beans along the Pacific coast is absolutely no indication of the bean market. The same condition has obtained on the coast with regard to beans as on sugar; a great number of operators have been speculating in beans and have got caught with stocks. They have been forced by the banks to unload, and these "distress" stocks are being offered on the Canadian market. The prices of Kotenashi beans quoted by some operators in San Francisco depend only on the seriousness of their financial plight. The price of 3 cents has been reported in San Francisco, and Seattle brokers have quoted 4 cents f.o.b. Seattle, American funds.

Rice Market Easy

Vancouver.

RICE.—The offerings of rice would indicate easier prices. At present a good sample of No. 1 Japan can be bought around $190, but the same ones will undertake to deliver the same grade on January 1 for $140 per ton. It is stated that this latter figure does not represent the cost of producing, and it is almost certain that the price will not get any lower than this last figure, and probably will get stronger.

Jams Are Steady

Vancouver.

JAM.—The prices for the popular jams, strawberry and raspberry, are steady and will probably continue to command their present price, which is quite justified. The less popular jams, such as prune, plum, etc., which are packed later in the season, are being sold at from 75 cents to $1.50 per dozen of fours lower than the opening price. The reason that this is possible is the fact that these later packs have been put up with slightly cheaper sugar.

Walnuts Lower

Vancouver.

NUTS.—Manchurian walnuts are being quoted to the trade at 19 cents, as against a price of 27 last year. Californian walnuts are quoted at 32½ for No. 1, and budded at 36. The California walnuts are of the thinner shelled variety and are very carefully graded; the Manchurian walnuts have good meats but are less popular by reason of their hard, heavy shell.

Cornstarch Lower

Vancouver.

MISCELLANEOUS.—Vancouver jobbers quote corn starch at 10½ cents per package, a decline of 1 cent., corn syrup also at 50 cents decline, selling now at $6.15 per case of 24 2s. Magic baking powder was advanced 10 cents per dozen on 12 oz. size, and 50 cents on 2½ oz. size. Gillett's lye was advanced 25 cents per case. Royal yeast cakes advanced 15 cents per box.

Brooms May Be Higher

Vancouver.

BROOMS.—Advices from Kansas are to the effect that the broom corn crop is only from 10 to 15 per cent. of normal. There is every reason to believe that brooms will be higher; the dealer will do well to look into the factors affecting the broom market and make his own deductions.

New Dried Fruits Arrive

Vancouver.

DRIED FRUITS.—The first arrivals of new crop California dried fruits are on the market slightly earlier than the average season. The quality is good, seedless raisins, all sizes, prunes, peaches and apricots. The prices are slightly higher than last year. Whether the prices will be maintained will depend on the way the stock measures up to the demand. The various associations are keeping up their educational advertising and will undoubtedly keep the demand well ahead of the production.

Potato Market Strong

Vancouver.

VEGETABLES.—The potato market is very strong with quotations at $45 per ton. Sacked vegetables are quoted $1.50 to $2. Okanagan onions are $30 per ton.

Fine Teas Scarce

Vancouver.

TEAS.—Why the declines on medium grade teas and the scarcity and high prices on the finest? was asked a Vancouver importer, and his explanation will interest the trade.

It would appear that during the last year the price of medium grade teas had come so close to the price of the best that it only amounted to about a cent of a differential. Now by picking only the topmost bit of the tea shrub the best tea is obtained, but by plucking only this finer leaf a substantial decrease in the yield of an acre of tea is caused.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Nov. 4.—Fresh eggs are quoted 92 cents per dozen. British Columbia creamery butter 62 cents, and New Zealand butter is quoted 63 cents. Sacked vegetables are selling at $1.50 to $2. Okanagan onions are $30 per ton. Potato market getting very strong with good demand and quotations at $45 per ton. Apples are unchanged. Lemons quoted $6.50. Oranges $12. Japanese chestnuts on the market 35 cents.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Nov. 4.—Since last report sugar has dropped $1.25 per hundred. Rogers B.C. syrup dropped 50 cents on 2s and 75 cents on 5s. Storage eggs advanced to $19.50, practically no new laids coming in, nominal quotations $21.50. Sago and tapioca are quoted at $8.25 to $9. Tomatoes 2½s are quoted at $4.25 to $4.60. New California lima beans 11 cents per pound. B.C. small white beans $7.25 to $7.50. Some sizes of macaroni are lower. Three and four-ply cotton twine is easier. One brand of cooking chocolate is reduced.

Flour, first patents, bbl.	....	13 80
Do., second patents, bbl.	....	13 60
Beans, B.C.	7 25	7 50
Rolled oats, 80s	....	4 25
Rice, Siam	11 85	12 50
Japan, No. 1	13 50	14 50
Tapioca	8 25	9 00
Sago	8 25	9 00
Sugar, pure cane, gran., cwt.	....	18 22
Cheese, No. 1, Ont., large	0 31¼	0 32
Alberta cheese, twins	....	0 29
Do., large	....	0 31
Butter, creamery, lb.	....	0 63
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s	....	18 60
Eggs, new laid, local, case	....	21 50
Do., storage, case	....	19 50
Tomatoes, 2½s, standard, case	4 30	4 60
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case	4 35	4 60
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case	9 75	10 40
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples evaporated 50s	0 18	0 20
Do. 25s, lb.	0 19	0 21
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	....	8 50
Prunes, 90-100s	....	0 16
Do., 70-80s	....	0 17½
Potatoes, local, ton	....	42 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Nov. 4. — Wholesale grocers report quiet market during the past week, without many changes in price. Granulated sugar has fallen $1.40 per hundred, making present price $16.60 and yellow $15.50. Terminal granulated quoted last week at $16.80 is now $15. Rolled oats are quoted at $5.50. California raisins are beginning to arrive in small quantities but the demand far exceeds the supply. Apples are selling at high prices but find slow market.

Flour, No. 1 patents, bbl.	....	11 50
Cornmeal, bags	....	4 50
Rolled oats, per bag	....	5 50
Rice, Siam, per 100 lbs.	....	15 75
Tapioca, 100 lbs.	....	17 00
Molasses (extra fancy Barbadoes)	....	1 40
Sugar, standard, granulated	....	16 60
Do., No. 1, yellow	....	15 50
Cheese, Ont., twins	....	0 30
Eggs, fresh, doz.	....	0 65
Lard, compound	....	0 24¼
Lard, pure, lb.	....	0 32½
American clear pork, per bbl.	....	50 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 52
Hams, aver. 9-12 lbs.	....	0 46
Do., aver, 12-18 lbs.	....	0 46
Do., aver. 18-25 lbs.	....	0 44
Roll bacon	....	0 35
Butter, creamery, lb.	....	0 60
Do., creamery solids	0 61	0 62
Do., dairy, per lb.	0 55	0 56
Do., tubs	0 52	0 53
Raspberries, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 95
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 05
Apples, gal., N.S., doz.	....	5 25
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	11 00
Do., Cohoes	....	16 00
Do., Chums	....	8 00
Evaporated Apples, per lb.	....	0 21
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	1 75	2 00
Beans, white	....	5 00
Do., yellow eye	....	8 00
Bananas, lb.	....	0 11½
Lemons, Cal.	....	8 00
Oranges, 100s	....	9 00
Do., 200s	....	10 50
Grapefruit, Cal., case	....	11 50
Apples—		
Kings, No. 1	....	7 00
Do., No. 2	....	6 50
Do., Dom.	....	6 00
Do., No. 3	....	4 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Nov. 4.—Markets show little lower tendencies on many staples. Tapioca is reduced to $15 and $16 per hundred. Granulated sugar is down to $15.85 and yellow $14.75. Cheese is down 1 cent per pound, now quoted 29½ and 30 cents. Eggs and butter are in scant supply. Potatoes are firmer.

Flour, No. 1 patents, bbls., Man.	....	15 25
Cornmeal, gran., bags	....	5 50
Cornmeal, ordinary	....	4 00
Rolled oats	....	11 00
Rice, Siam, per 100 lbs.	12 00	12 50
Tapioca, 100 lbs.	15 00	16 00
Molasses	1 25	1 35
Sugar—		
Standard, granulated	....	15 85
No. 1, yellow	....	14 75
Cheese, N.B.	0 29½	0 30
Eggs, fresh, doz.	0 75	0 80
Do., case	0 68	0 72
Lard, pure, lb.	0 32½	0 32¾
Do., compound	0 25	0 25¼
American clear pork	54 00	55 00
Tomatoes, 2½s, standard, case	....	4 20
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 48	0 52
Butter, creamery, per lb.	0 70	0 72
Do., dairy, per lb.	0 65	0 68
Do., tub	0 58	0 60
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	....	3 60
Tomatoes, 2s, standard case	....	4 20
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....

PROMOTING AND RETAINING

Continued from page 163

turnover can reduce this man's expenses to eight per cent., how much can it be made to do for any merchant?

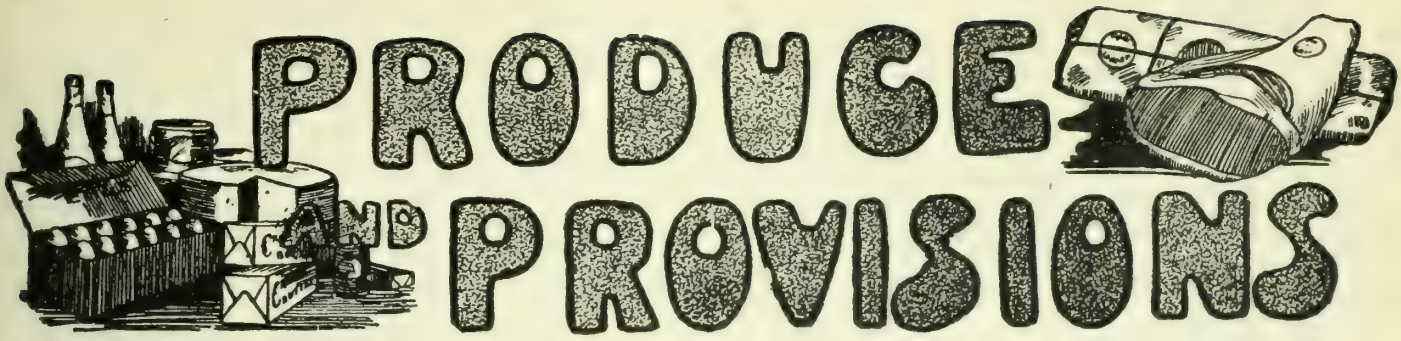
His method of compensating his managers is interesting and very instructive. Of course, the manager of such a small store as the average Reeves' place is about "the whole cheese." Any subordinate clerk is a cheap man, or boy, whose ambitious instincts are stimulated by the fact that if he shows he has the right stuff in him, he can be sure soon to find himself made manager of a new store.

The Liberal Method Wins Big

The manager with two per cent. on sales coming to him, works his head off to increase his business. Thus his total earnings run from $50 to $60 per week and often more than that. Such income is more than that kind of man could get anywhere else, yet it pays Reeves to pay such salaries, because thus he has the man on his toes at all times, working for the increased sales whereon Reeves makes his money.

Other chains in New York pay $25 salary and one per cent. on sales. Reeves says he would always pay more than any other chain would offer; because he regards this feature as the keystone of his system.

These plans are all free to anyone who can use them. If your business shows a tendency toward sluggishness, see if you cannot adapt most of them to your business. It is my conviction that you can.



"Good Equipment Means Extra Sales"

Reliable Grocers and Butchers, Danforth Avenue, Toronto, Believe That the Cost of Installation of Refrigerator Counters is Amply Repaid in the Increased Business That is Developed—Operating on a Cash and Carry Basis —Eliminating Credit is a Wide Policy



Illustrating the meat section in the store of the Reliable Grocers and Butchers, Danforth Ave., Toronto, Ont

"IT certainly pays to have proper equipment in the store," stated H. L. Burnett, of the Reliable Grocers and Butchers, Danforth Avenue, Toronto, to a Canadian Grocer representative. "The cost is soon paid in extra sales and the convenience with which customers are handled. Another important advantage equipment has is that goods can be better displayed. We are able to cut up the meat and have it ready for selling and people do not object to having it cut when it is taken out of the refrigerated display case. Take steak, for instance. Before we put in the refrigerating plant and just had the ordinary counter, customers simply would not buy steak that was ready sliced. They demanded that it be cut while they waited. This is now all changed. We cut up the steak, place it on trays, put it in the display case and it is all ready for the rush. This reduces our help and gives the customer a better service."

Combines Groceries and Meats

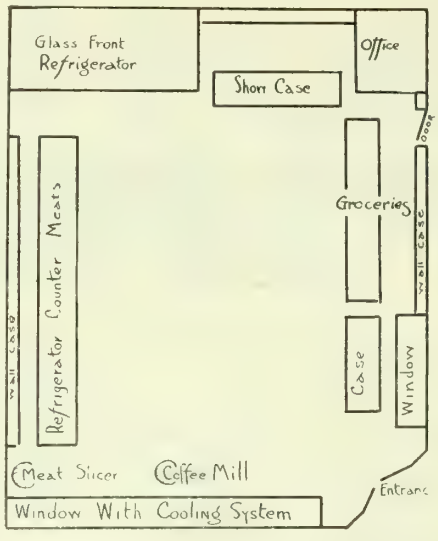
The Reliable Store is fitted out as a combined grocery and butcher business. One side is the grocery department and the other the meats. Each department has its own staff of clerks and each is conducted as a separate business. On the meat side of the store is a silent salesman refrigerator about thirty feet in length, kept to any degree of coolness by an ice machine situated in the basement. At the rear of the store and on

the meat side is located a large refrigerator with a glass front in which are kept the large cuts of fresh meat which is readily seen by the customers in the store. This refrigerator is also connected with the ice plant. Two computing scales occupy convenient positions on the display case. A meat slicer is also situated at the end of the case nearest the window. This completes a very handy layout, one that greatly facilitates the work and makes for rapid and efficient service.

The store manufacture their own sausage, headcheese, etc., besides curing their own bacon and hams, also cooked hams, roast pork and jellied meats. This work is conducted in the basement where all suitable arrangements are provided for that purpose.

Cooling System in Window

The Reliable Grocers and Butchers take a pride in the window displays and have installed in the window a cooling system operated from the ice plant in the basement. This system permits the display of fresh meats and vegetables, even in the hottest days in summer. It also has the effect of eliminating flies from the window as the air in the window is of such a temperature that no fly will stay in it for any length of time.



Floor plan of the store of The Reliable Grocers and Butchers, Toronto, showing convenient arrangement of the equipment.

Large quantities of poultry are handled by this firm, particularly during the winter months. This poultry is purchased direct from the farmers.

Cash and Carry

The business is operated on the cash and carry plan, but if customers request their order to be delivered, then means are provided for that purpose. The cash system however is strictly adhered to.

"With prices steadily going upwards, as they have been during the past few years, the credit business is a risky one," said Mr. Burnett. "It does not take long before an account is of a considerable size and with prices as they are there is always a large amount of money tied up that should be working. About two years ago we adopted the cash system and it is working splendidly and we have no trouble in refusing accounts because customers have now become used to the fact that we do not give credit and consequently do not ask for it."

Specializing in Sales of Sausages at Week-ends

John Muir, Niagara Falls, Ont., believes in specializing in one brand of bacon. "Establish a reputation for bacon and it will help sales of other lines," says Mr. Muir. Sales of bacon in this store average 200 pounds weekly.

His sales of sausages at week-ends total more than one hundred pounds weekly. He buys only what he believes is the very best quality and gets a big price for them.

"I HAVE found that the best way to sell bacon is to prove yourself that a certain brand is a reputable line and then devote all your selling ability to it," declared John Muir, Niagara Falls, Ont., to Canadian Grocer, while discussing the subject of making meat sales a success in a grocery store. "My meat trade shows very gratifying returns each week," he continued. "Bacon and ham, sausages and cooked meats can be made profitable lines just as well as any other goods that ordinarily sell in the grocery store.

200 Pounds of Bacon Weekly

"I carry only one brand of bacon and have been selling it and no other now for several years. In my opinion it is the best obtainable and my customers come here because they know they will get absolute satisfaction with this particular brand of bacon. I sell on an average 200 pounds weekly."

Mr. Muir has made a practice of specializing in one special brand of various lines of goods and believes that it is the wisest plan for any grocer to pursue. He is of the opinion that a good salesman can sell any line if it is good, but the policy of carrying several kinds of the same article has never been followed by Mr. Muir. "What is the good of stocking up with a lot of lines?" he asked Canadian Grocer. "You cannot sell them all," he added, "and why not take one that you know is all right and sell it. I sell too only one brand of lard, and I do not obtain it from the same packer from whom I obtain my bacon. I find that customers get used to having the same line and look to the grocer to always supply it. I pay special attention to getting up my bacon orders. I see to it that it is carefully sliced, and wrapped in an attractive sort of way. It is these little services that bring more business. I attribute the size of my bacon sales to the fact that I sell only what I think is the best grade obtainable, but also to the service I give in slicing and putting it up generally.

Week-end Sales of Sausages

Selling large amounts of sausages from week to week is another feature of Mr. Muir's meat business. Sales of sausages in Mr. Muir's store on a Saturday are on a fairly large scale, averaging one hundred pounds. "I get my sausages from the same place as I get my bacon, and in my opinion they are of number one quality. I sell them at a high price, getting as much as forty cents a pound for them. Sausages are a good week-end special, and at the price I sell them at show a good profit. I have discriminating customers for sausages and they will buy only the best. In fact I have customers come from the American side for both bacon and sausages, and they will not have anything else but the brand I am carrying.

"My plan has been to give satisfaction, and in order to do so I have endeavored to secure the best possible goods on the market for my trade. There is nothing that will help a grocer's general business more than a reputation for selling a first-class bacon. People are very particular about bacon, and if you can please them with the brand you are carrying it will do a great deal to increase sales of other lines."

NEAR-BEER REGULATIONS

The Ontario Government has extended until December 1 the time during which a municipality may not pass a by-law confining the sale of near-beers to standard hotels. The exemption had been to November 1, but it is felt the time should be extended so that more pro and con argument may be heard. Rev. Ben Spence, at a recent meeting of the O. T. A. Committee, expressed himself as opposed to confining the sale of near-beer to standard hotels.

Green Stuff in Winter Months is Profitable



Frank Taylor, Niagara Falls, Ont., Believes Imported Fruits and Vegetables in the Winter Months Are Worth-While—They Represent a Quick Turnover and a Good Profit—Sells Between Three and Four Hundred Dollars' Worth on a Saturday.

"ONE of the most profitable lines for any grocer to handle in the late fall and winter months is green stuff," remarked Frank Taylor, of Niagara Falls, Ont., to Canadian Grocer the other day. Selling fresh fruit and vegetables in the winter months has long since been a feature in the business of Frank Taylor. He has a large grocery trade at the Falls, a splendid store, and the selling of special lines is carried on consistently in the course of his daily business.

Heavy Saturday Sales

"Last winter," he told the Canadian Grocer representative, "my sales on Saturday in green fruit and vegetables averaged between three and four hundred dollars. I made special trips to Buffalo myself and purchased my supplies. I always had it fresh and in good condition, and the window was always attractively arranged. Green stuff in the winter months represents one of the quickest turnovers I know of. Of course we have it all through the week, buying about three times in each week, but the really big sales are on Friday afternoon and Saturdays. People want something different for the Sunday dinner or tea, and that is why the sales on Saturday are the big total that they are. I would not neglect this end of my business, because it is one of the easiest handled, and shows the best returns. I always keep the finest head lettuce that can be purchased on the Buffalo market. It sells at a good figure and the profit is certainly worth while. Green onions, rhubarb, and strawberries, as soon as they are available, are always carried. Last year I think my sales of imported strawberries were heavier than of the home grown berries when they came on the market.

The Magnet That Draws

"I think," continued Mr. Taylor, "that a grocer who builds up a reputation for selling fresh fruits and vegetables in the winter months, is also doing something to help sales of other lines. In almost every instance the live grocer can sell something besides what the customer particularly entered the store to obtain. Green stuff is in many cases the magnet that drew the woman into the store, and once in, she sees other things that she wants."

It is a well known fact that the busy housewife, in ordering her supplies, cannot think of everything at the one time. In nine cases out of ten she forgets something and has to go or send to the store for some particular thing that she requires in the course of her preparation of meals. When she enters the store with the express purpose of buying something she has in mind, that is an immediate necessity, she can be easily reminded of other lines that she has not thought of. It is up to the grocer to "jog" her memory, as it were, or he can have things so displayed that she herself will see them, and thus give the personal reminder that she must have this thing or that.

Just Looking Around

In this connection, while the representative of Canadian Grocer waited in Mr. Taylor's store at the Falls for an opportunity to speak to him, a young lady entered, and when asked by Mr. Taylor what she would like, she replied: "Oh, I am just looking around."

"Look around to your heart's content," replied Mr. Taylor, in his jovial manner. The Canadian Grocer man watched with interest the lady as she passed from one thing to another, and when she returned to Mr. Taylor asking him to give her some cooked ham, she had several other articles that she had taken, which, on entering the store she had apparently not thought of. This leads to the point that is desired to be impressed on every grocer. Mr. Taylor had goods so attractively arranged in his store that when the customer said that she wanted to look around she could not fail to see something that tempted her, and thus resulted in a sale. The value of display, whether it is in the window or in the interior of the store, is inestimable, and showing goods to advantage often means sales when the grocer himself least expects it.

Selling Soft Drinks in Winter

Mr. Taylor is one of the grocers in Niagara Falls who sells heavy supplies of spring water that is obtained from a spring nearby. It is sold in large bottles and the demand for it is very great practically the year round. Noticing orders being filled with cases of soft drinks, Canadian Grocer asked Mr. Taylor what demand there was for ginger ale and other such lines in the winter months.

"Of course there is not the big demand for them as in the extreme hot weather," he replied, "but I find that there is a year round inquiry for them. People are buying them all the time now, and our regular orders each week very often have a request for a case of ginger ale. Around Christmas time the demand for them is fairly active, and we sell quite a lot during the holiday trade."

LARGE ORANGE CROP IS REPORTED IN FLORIDA

Reports from Florida indicate a crop of 8,500,000 boxes of oranges and 5,000,000 boxes of grapefruit, although private advices received by the California Fruit Growers' Exchange express some doubt as to whether so large a crop of grapefruit will materialize. Accurate forecasts are said to be difficult because of the amount of young acreage just coming into bearing. Should the above figures be accurate Florida will have about 10 per cent. more oranges and 10 to 15 per cent. less grapefruit than last year.

EMPHASIZES VALUE OF TRADE PAPERS

Nova Scotia and Prince Edward Island branches of the Retail Merchants' Association met in convention at Kentville, N.S., on the fifth and sixth of last month. John Forsythe, Dartmouth, N.S., thirty-two years a subscriber of Canadian Grocer, president of the association, in his address emphasized the value of trade papers. In view of his high standing in the association, Mr. Forsythe's remarks are interesting, as well as valuable.

Making Poultry a Profitable Line

"The Only Way to Handle Poultry on a Paying Basis, is to Go Right Out Into the Country and See What You Are Buying," Says P. C. Rowntree, of Wm. Rowntree & Son, Dundas Street, West Toronto—One Man Attends Country Markets

"IN my opinion there is only one way to buy poultry, and that is to see it before buying," remarked P. C. Rowntree, of Wm. Rowntree & Son, Dundas Street West, Toronto, Ont., to a Canadian Grocer representative recently. "It makes no difference whether you buy live or dressed poultry. They must be seen, because when you buy over the 'phone or order through the mail, the quality cannot be judged until the shipment arrives at the store. Perhaps by that time many orders are sold and if the poultry is not up to the mark the customers are dissatisfied, and it is then too late to return the shipment. The most satisfactory way from every standpoint is to have a man go right out into the country and buy direct from the farmers. Then he can see just what he is buying. We have a man that does nothing else but attend the country markets, buying poultry, butter, eggs and vegetables. In the fall he buys apples. In fact he is right on the job every day, picking up whatever he thinks is good buying and goods that have quality and will show a good profit. Of course, there are some months in the year that hardly pay to send a man into the country. He goes just the same because if he did not, the people would soon say that no dependence could be placed upon him, and sell their stuff to some one else. Consequently when we wanted the stuff very badly we would have a hard time getting it."

Complete Refrigerator Plant

The Rowntree store is equipped with a complete refrigerator plant operated from the basement. Down both sides of the store run refrigerator counters, one side for fresh meats and the other for provisions.

These display cases besides being used as serving counters are glass faced, the lower portion being fitted with electric lights which double their display value. All the goods shown in the upper part are displayed on white enamel trays that are made especially for that purpose and fit the case perfectly.

Two men are kept busy in the basement curing and cooking the meats, rendering lard, making sausage, etc. When Canadian Grocer visited the store these men were busy filling one pound tins with lard, and Mr. Rowntree remarked that they sell upwards of 200 one pound tins on a Saturday. Another compartment of the basement contains the pickling vats where bacon and hams are given the pickle cure. The smoke house is also in the basement, for the purpose of smoke curing meats. As in the case with poultry, Rowntree & Son purchase their meats on the hoof, a man being detailed for that purpose. All the meats sold by this firm are, therefore, examined first hand for quality. They follow right along the line, from the farmer to the customer's table, enabling the firm to give their customers the best quality goods, whether it be a roast of beef or a few slices of cooked meat.

Exacting in Selection

Another advantage the firm has in curing and cooking their own meats is the fact that for the past few years the people have been very exacting in selecting fresh meats, always wanting the best cuts which made the cheaper cuts hard to sell. These cuts, instead of trying to force them upon customers, are made up into pressed meats, sausage, etc., for which there is a ready sale, thus eliminating waste and keeping the quality cuts before the customer.

Wm. Rowntree & Son are probably one of the oldest establishments of its kind in the western part of Toronto. The first store was opened in 1887 on Davenport Road, and is still in operation. The store that this story treats of is located at 2883-2887 Dundas Street, handling meats and groceries. In fact it is two stores with connecting glass doors between. Wm. Rowntree retired from the business some eight years ago and the stores are now conducted by the three sons. Percy C. Rowntree has charge of the provision department, Chas Rowntree is head of the fresh meats, and H. R. Rowntree looks after the grocery end of the business. "It is always an interesting period here around stocktaking time, each one of us vieing with the other to see who has made the greatest increase in turnover, and, of course, the greatest profit," stated H. R. Rowntree. "We never interfere with each other's work. Each of us has our own department and responsibilities and every department must stand its own share of the expense."

Canned Milk Situation in the West

Milk Evaporating Plants in British Columbia Close Down—Sufficient Milk Was Not Procurable to Make It Possible to Operate at a Profit

VANCOUVER. — (Special.)—There has been a recent advance in the price paid to the farmers in British Columbia for their milk. Householders in Vancouver were notified of an advance about five weeks ago, and on September 28 evaporated milk was raised by 15 cents a case of talls, the price now standing at $6.15. There is only one company operating milk evaporating plants in British Columbia, and it is stated the only one producing evaporated milk west of the Great Lakes.

Various reasons are given for the other plants having been closed up, but the reason given by the Pacific Milk Company for closing up the Courtney plant on Vancouver Island, which they purchased, was probably the reason in every case, namely, that sufficient milk was not procurable to make it possible to operate the evaporator at a profit. The machinery was removed from the Courtney plant and installed in the Fraser Valley centre. In speaking to the president of the Pacific Milk Company, R. L. Cliff, he was asked what the prospect was for maintaining the price of evaporated milk for the next few months in spite of increased prices to the farmers, increased freight rates on both raw milk and evaporated, and the increased freights on all supplies. Mr. Cliff said: "I am keenly aware that no matter how justified an increase may be at this time, or how necessary it may be to maintain present prices, the present temper of the consuming public is against further increases, and in anticipation of declines all along the line. We absolutely had no choice but to make the last increase of 15 cents per case, but for the future we have determined to absorb any increases that we are obliged to face, to the limit of our ability rather than ask the retailers to face their customers with another advance on canned milk. We expect that next year prices will be lower, and we are certainly prepared to go the limit to avoid the naming of any higher prices on milk in the meantime. The prices we are paying for butterfat are more than 25 per cent. higher than we were paying in July. Even granting the usual season differential this represents considerable

Arranging Produce in an Attractive Manner Always Means a Big Turnover in These Lines



This window in the Montreal public markets is showing meats, fish and other produce lines.

advanced cost to us. We are even content to take a loss for a few months rather than advance milk prices further."

Ninety Per Cent. of Dairymen

Regarding the future supply of canned milk in the West it would appear that the two evaporators of the company now operating (there have been no condenseries operated in B.C. in recent years) are obtaining their milk from the Fraser Valley Milk Producers' Association, and this association is said to include 90 per cent. of the dairymen in British Columbia. The Fraser Valley milk producers own and operate creameries and cheese factories in B.C. as well as having virtual control of the city distribution through their subsidiary company, the Fraser Valley Dairies. The latter concern is a large factor in the ice cream business. It would seem then that sufficient market is assured the farmers of B.C. to encourage them in going into dairying to an increasing extent. Their organization has removed the possibility of a glut on the market during the peak of milk production. Might it then be concluded that the dairying business in British Columbia is in such a healthy condition that the trade may expect lower prices next year? Not because the farmer will either be forced or be content to operate at a loss, but rather that big production and no waste will permit a reasonable price to the evaporator, and competition will take care of the price to the trade.

Effect of Expensive Sugars is Felt by Jam Manufacturers

Meeting the Competition of English Jams is a Problem Canadian Makers Are Facing at the Present Time—Cost of Manufacture Here Has Been Very High.

MONTREAL (Special).—In view of the precarious condition of the sugar market, it is interesting to note the condition of a Canadian industry which is to a great extent dependent upon the sugar market for its prices. This is the jam industry, which is at the present time receiving a very severe test. The jam manufacturers in Canada have been paying very high prices for their sugar. The cost of manufacture has been high and even for a little time after the price of sugar drops the effects of expensive sugar will be felt.

Competition of English Jams

To add to this, they are, Canadian Grocer is informed, confronted by a competition in prices from the Old Country which they are unable to meet. One of Montreal's larger wholesale grocers said that English manufacturers of jam were offering their products laid down in Montreal cheaper than they can be bought in Canada. "The competition is so severe," he said, "that our Canadian manufacturers are not able to meet them on prices. It is rather a hard question to tell just how these English firms are able to quote such low figures, since the English market does not seem to be in any easier condition than our own."

One of the larger grocers in the city said that English jam manufacturers were offering strawberry jam in Montreal at a figure that could not be met even by local manufacturers. "It is interesting," he said, "that the strawberry crop in England this year is reported to be insufficient to meet their own demands, let alone supply an export trade. Although the English manufacturers are paying less for sugar than our jam makers are, it is not probable that sugar is wholly responsible for the big difference in prices. Several of these English jams have a good reputation in this country and we stock some of them because we know we can sell them. For the present, at least, we are not buying anything like the supplies of jam that we have in other years."

Another wholesale grocer in Montreal says that there may be some explanation of the difference in the prices in that the glass is much cheaper there than it is here, and at least one of these firms manufactures its own glassware. Labor, too, may be cheaper there. It is a hard question to solve just yet. As soon as the new jams arrive we will be able to compare them with our Canadian makes. Till then it is unfair to pass judgment.

WILL FIGHT FRUIT TRUST IN ENGLAND

London.—Canadian and British officials are lining up for battle with the so-called fruit trust in England, which maintains exorbitant prices for small fruits by preventing the importation on a large scale of Canadian fruits, though millions of dollars' worth are rotting on the trees and ground there because of no market.

W. M. Doherty, of Toronto, Minister of Agriculture for the Province of Ontario, is in London taking charge of the Canadian end of the campaign. He has strong backing.

"There is no reason why Canadian perishable fruits and dairy products such as butter shouldn't be shipped to Britain. South African peaches are brought here advantageously in twenty-eight days, and it takes less than half of that time from Canada."

Produce, Provision and Fish Markets

ONTARIO MARKETS

TORONTO, Nov. 5.—The feature of the produce and provision markets is the easier tendency of the hog market. At the Union Stock Yards the run of hogs has not been large but in view of the lack of export business, packers are buying light, practically only for immediate consumption. This condition has reduced prices on live hogs $1.00 per hundred and packers are offering $1.00 less for next week's delivery. Good quality butcher's cattle are in scant supply and prices are steady. Smoked hams have been reduced one cent per pound. The butter market has shown a tendency to be firmer, but this condition is only considered temporary in view of the large quantities on hand and the lack of enquiry for export. The egg market continues firm but little change is looked for in prices except for the new laid specials which are scarce and likely to go higher. Cheese market is dull with quotations to the trade unchanged. Lard is down one cent per pound under a good demand. Large shipments of fresh and frozen fish are arriving daily with quotations holding steady. Poultry receipts are heavy with large quantities being packed for storage.

Live Hogs Are Lower

Toronto.

FRESH MEATS.—Heavy runs of cattle continue at the Union Stock Yards but out of lot there are very few choice prime steers or heifers to be seen. The market during the week has been steady for the few good lots of butcher cattle that were available, but for the common, the market was extremely dull with prices lower. The hog market is easier under small offerings. Live hog quotations are down $1.00 per hundred and packers are offering a dollar less for next week's buying. Lambs on the hoof are 50 cents higher in a firmer market. Pressed meats are ruling unchanged.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live, off cars, per cwt.	....	18 50
Live, fed and watered, per cwt.	....	18 25
Live, f.o.b., per cwt.	....	17 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 39
Loins of pork, lb.	....	0 46
Fresh hams, lb.	....	0 40
Tenderloins, lb.	....	0 65
Spare ribs, lb.	....	0 20
Picnics, lb.	....	0 28
New York shoulders, lb.	....	0 34½
Boston butts, lb.	....	0 39
Montreal shoulders, lb.	....	0 33½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 23	0 25
Front quarters, lb.	0 13	0 15
Ribs, lb.	0 27	0 33
Chucks, lb.	0 14	0 15
Loins, whole, lb.	0 29	0 35
Hips, lb.	0 20	0 23
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 26	0 30
Spring lamb, lb.	0 24	0 26
Yearling, lamb, lb.	0 19	0 23
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

Smoked Hams Down One Cent

Toronto.

PROVISIONS.—The provision market for the most part is holding steady under a brisk demand. Quotations on smoked hams are down one cent per pound, other smoked meats are unchanged. Mess pork is down $1.00 per barrel, now quoted at $37.

Hams—		
Small, 6 to 12 lbs.		0 47½
Medium, 12 to 20 lbs.	....	0 47
Large, 20 to 35 lbs., each, lb.	....	0 43½
Heavy, 25 to 35 lbs.	....	0 37½
Heavy, 35 lbs. and upwards	....	0 34½
Backs—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Rolled	0 67	0 70
Bacon—		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 57
Breakfast, special trim	....	0 62
Roll, per lb.	0 36	0 39
Wiltshire (smoked sides), lb.	....	0 42
Wiltshire, three-quarter cut	0 44	0 46
Wiltshire, middle	....	0 48
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 30
Do., av. 80-90 lbs.	....	0 28
Clear bellies, 15-30 lbs.	....	0 31½
Fat backs, 10 to 12 lbs.	....	0 24
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess Pork, 200 lbs.		37 00
Short cut backs, 200 lbs.	....	56 50
Pickled rolls, bbl. 200 lbs.:—		
Lightweight	....	66 00
Heavy	....	60 00

Above prices subject to daily fluctuations of the market.

Jellied Meats in Demand

Toronto.

COOKED MEATS.—Cooler weather has had a marked effect upon the demand for cooked meats, dealers reporting business very quiet on these lines. Retail merchants are taking well to the square trimmed ham on account of the pressing which this ham is subjected to, which makes it especially desirable for slicing; this style ham is quoted at 68 cents per pound. The ordinary trimmed are selling at 63 cents per pound. Jellied meats at this season are shown the preference by the trade. Quotations, however, are unchanged and are as follows:

Boiled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	....	0 54
Head cheese, 6s, lb.	....	0 17
Choice jellied ox tongue, lb.	....	0 66
Jellied calves tongue	....	0 52
Ham bologna, lb.	....	0 20
Large bologna, lb.	0 17	0 18
Spice beef, lb.	....	0 32

Above prices subject to daily fluctuations of the market.

Butter Shade Firmer

Toronto.

BUTTER.—The butter market has shown a tendency to be a little firmer. This condition is considered to be only temporary in view of lack of export business. First quality fresh creamery prints are quoted at 59 cents per pound with other grades around 57 cents.

BUTTER—		
Creamery, prints	0 57	0 59

Eggs Remain Firm

Toronto.

EGGS.—The egg market remains firm with fancy fresh in cartons quoted at 80 cents per dozen, selects 70 cents and No. 1 candled at 65 cents. Some United States eggs are being imported for domestic consumption and local storage are moving out freely. Very little change is looked for in prices except for new laid specials which are scarce and likely to go higher.

EGGS—		
Selects	....	0 70
No. 1 candled	....	0 65
New laid in cartons	....	0 80

Prices shown are subject to daily fluctuations of the market.

Cheese Market Dull

Toronto.

CHEESE.—There is very little doing in the cheese market. It is reported that there is a slight improvement for export demand. Quotations on the board are a shade lower but prices to the retail trade remain at 27 1-2 cents per pound.

CHEESE—		
Large, per lb.	....	0 27½

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Shortening Prices Hold

Toronto.

SHORTENING.—Cooler weather has caused a greater demand for shortening for domestic purposes and in consequence the market is ruling fairly firm with quotations holding at 22 3-4 cents per pound tierce basis and 27 cents for one pound prints.

SHORTENING—		
1-lb. prints	....	0 27
Tierces, 400 lbs.	....	0 22¾

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Lard Down One Cent

Toronto.

LARD. — Quotations on lard in one quarter have been reduced one cent per pound. It is the general opinion that lard will hold at around the present prices for some time in view of the big demand at the present which is likely to continue for the next few months.

LARD—		
1-lb. prints	....	0 31½
Tierces, 400 lbs.	....	0 29½

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.



A Counter Display Stand like this will make your sales even more easy.

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For many years KEEN'S OXFORD BLUE has been sold by most successful merchants throughout the world.

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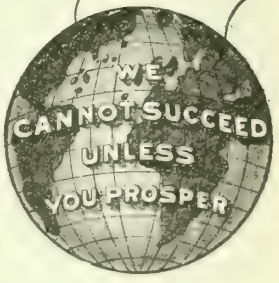
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PRIVATE CODES

The value of the cereal crop in Western Canada for this year is estimated at a

BILLION DOLLARS

This does not include the wealth to be derived from other products, such as hogs, cattle, sheep, wool, butter, eggs, cheese, etc., etc.

Such wealth means a vast purchasing power in Western Canada—To participate in the distribution which will be secured through circulation of such wealth you require real live-wire, up-to-date brokerage representation.

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Wholesale Grocery and Fruit Brokers

WINNIPEG, MANITOBA

BRANCHES: REGINA SASKATOON, SASK. CALGARY EDMONTON, ALBERTA

Margarine Quiet

Toronto.

MARGARINE. — This market is unchanged under a quiet demand.

MARGARINE—		
1-lb. prints, No. 1	....	0 36
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	0 33	0 35

Fish Quotations Unchanged

Toronto.

FISH.—Large shipments of fresh and frozen fish are arriving daily with quotations ruling practically unchanged. British Columbia fall sea salmon, headless and dressed, are quoted at 10 cents per pound in case lots and one cent higher in broken lots. The first shipment of new Holland herring has arrived and quoted at $1.25 per 10 pound keg for milkers and $1.25 for mixed. Fresh caught shore haddock is selling at 10 cents per pound and mackerel at 15 cents. Smoked haddies, fillets, kippers and bloaters are in good demand. Oysters have not yet created a large demand probably owing to the continued mild weather but with the coming of colder weather dealers are anticipating a heavy sale.

FRESH SEA FISH		
Cod Steak, lb.	....	0 12
Do., market, lb.	...	0 09
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 18	0 19
Do., mediu m	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	0 11	0 11
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 17	0 18
Fall Salmon	0 10	0 11
Oysters		
No. 1 tins	...	4 20
No. 3 tins		12 30
No. 5 tins	....	20 00
Glass jars, doz.	....	6 50
FROZEN FISH		
Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 11½
Flounders	0 10	0 11
Pike, round	....	0 08
Do., headless and dressed	....	0 09
Salmon, Cohoe	....	0 23
Do., Red Spring	....	0 28
Sea Herring	0 07½	0 08
Brill	0 10	0 11
SMOKED FISH		
Haddies, lb.	....	0 13
Fillets, lb.	....	0 18
Kippers, box	2 25	2 75
Bloaters	....	3 00
Boneless Digbys, box	....	2 25
Bundles, Digby	...	1 20
PICKLED FISH		
Labrador Herrings, kegs, 100 lbs.	....	6 50
Do., bbl., 20 0lbs.	....	12 00
Do., pails, 20 lbs.	....	2 25
Salt Mackerel, 20-lb. kit	....	3 25
Do., kegs, 100 lbs.	....	15 00
DRY SALT FISH		
Quail on Toast, 24 pks. to case, lb.	....	0 16
Shredded Cod, per box	....	2 40
English Strip Cod, 30-lb. box	....	6 00
Imperial Strip Cod, 25-lb. box, lb.	....	0 15

Poultry Going Into Storage

Toronto.

POULTRY. — Poultry receipts are fairly heavy with the quality greatly improved. The market condition is unchanged and at the present time considerable quantities are being packed for storage.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	....$0 40	....$0 50
Roosters	....- 0 17	....- 0 20
Fowl, over 5 lbs.	....- 0 25	....- 0 27
Fowl, 4 to 5 lbs.	....- 0 22	....- 0 25
Fowl, under 4 lbs.	....- 0 15	....- 0 20
Ducklings	....- 0 25	....- 0 30
Guinea hens, pair	....- 1 25	....- 1 50
Spring chickens, live	....- 0 23	....- 0 28

Prices quoted to retail trade—

		Dressed
Hens, heavy	0 28	0 30
Do., light	0 26	0 28
Chickens, spring	0 30	0 35
Ducklings	0 30	0 35

WINNIPEG MARKETS

WINNIPEG, Nov. 5—There has been very little change in the produce market this week. Fresh meats have shown a little decline, hogs now being offered at $17.25 per cwt. Cooked ham has declined. The demand for cooked meats has considerably fallen off. The scarcity of bacon is very noticeable, while the demand for both ham and bacon is reported very brisk. The butter market shows more activity and a change of prices is expected in the near future. Cheese market is reported steady. Egg market remains firm, fresh farm eggs being sold at 65 cents per dozen while candled eggs are quoted at 58 cents per dozen. Lard and shortening remain unchanged. Increased prices on fish are expected very shortly. Poultry is reported very scarce as the receipts have fallen off.

Hogs Decline

Winnipeg.

FRESH MEATS.—The hog market has shown further decline this week, selected hogs being offered at $17.25 per cwt. There has been no change on fresh pork cuts. Cuts from choice heifers and steers are in good demand and prices remain unchanged. Fresh ham declined and is now being quoted from 30½ to 37½ cents. Choice leg and loin mutton is being quoted at 28 cents a pound while lamb remains steady at 25 cents.

HOGS		
Selected, live, cwt.	....	17 25
Heavy, cwt.	....	14 25
Light, cwt.	....	15 00
Sows, cwt.	....	10 50
Fresh Pork—		
Legs of pork, up to 20 lbs, lb.	0 28	0 35½
Spare ribs, lb.	0 18½	0 20½
Loins of pork, lb.	0 43	0 46
Fresh hams, lb.	0 30½	0 37½
Picnics, lb.	....	0 27
Shoulders, lb.	0 29	0 33
Fresh Beef from Steers and Heifers		
Hind quarters, lb.	0 14	0 24
Front quarters, lb.	0 10	0 13
Whole carcass, good grade, lb.	0 11	0 18
Mutton—		
Choice, lb.	....	0 17
Lambs		
Choice, 30-45 lbs., lb.	....	0 25

Cooked Ham Declines

Winnipeg.

COOKED MEATS.—Cooked hams declined during the week and are now being quoted at 66½ cents per pound. The demand for cooked meats has fallen off during the cool weather as more fresh meats are now being used.

Hams, best quality, skinned, lb.	....	0 66½
Do., roast, lb.	....	0 66½
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins	....	0 21
Jellied Beef, Tongue, lb.	....	0 68
Jellied Pork Tongue, lb.	....	0 61½
Baked Luncheon Loaf, lb.	....	0 28

Bacon Scarce

Winnipeg.

PROVISIONS.—There is a noted scarcity of bacon and prices remain unchanged. Hams have shown a decrease from 1 to 2 cents a pound. Peamealed bacon is now being quoted at 63½ cents and sliced back bacon is being offered at 66 cents a pound. The demand for both ham and bacon is reported very brisk.

8 to 16 lbs., per lb.	...	0 47½
16 to 20 lbs., per lb.	..	0 43½
Boneless, 8 to 15 lbs., per lb.	..	0 51½
Skinned, 14 to 18 lbs., per lb.	..	0 47
Do., 18 to 22 lbs., per lb.	..	0 45
BACON		
Backs, 5 to 12 lbs., smoked	..	0 64
Do., 12 to 16 lbs., smoked	.	0 62
Do., 10 to 14 lbs., skinned and peamealed	..	0 63½
Do., 4 to 10 lbs., sliced	...	0 66
Cottage rolls, boneless	..	0 42½

Butter Market Firm

Winnipeg.

BUTTER—The butter market is showinb more activity and no doubt advances will be expected in the very near future. Dairy butter situation remains unchanged. Margarine remains steady and various brands are being quoted at 37 to 39 cents a pound.

BUTTER		
Creamery, best table grade	..	0 60
Dairy, best table grade	..	0 50
Margarine	0 37	0 39

Shortening Unchanged

Winnipeg.

LARD.—There has been no change in lard and shortening and prices remain as quoted.

Pure lard, No. 1, quality, per lb. (in tierces of 400 pounds.)	.	0 30
Do., wooden pails, 20-lb. pails	..	6 50
Shortening, wooden pails, 20-lb. pails, per pail	.	5 20
Shortening, tierces of 400 lbs., per lb.	.	0 23½

Eggs Remain Firm

Winnipeg.

EGGS.—The egg market remains firm and receipts are very light. All packers are now filling orders from their cold storage plants. Fresh farm eggs are being sold at 65 cents a dozen and fresh candled eggs are being quoted at 58 cents.

Cheese Steady

Winnipeg.

CHEESE.—Cheese market is reported steady. Eastern receipts of Ontario cheese are reported light while Western cheese is reported very scarce. Following are the latest quotations:

CHEESE		
Ontario, large, per lb.	..	0 29½
Do., twins, per lb.	..	0 29¾
Manitoba, large, per lb.	...	0 30
Do., twins, per lb.	..	0 31

Don't Overlook This Season's Special---

Headcheese!

QUALITY in Headcheese should be your first consideration now that the season is on when a good brand of Headcheese sells well. You can always be assured of a uniform grade in Davies' Headcheese with a standard of quality that is always kept up to the mark.

Quality in Headcheese is the one thing the housewife demands. She will go to the store that sells that "Quality" brand. Be sure of this trade by featuring prominently

Davies' Headcheese

Made under Government supervision in the white-tiled kitchens of the Wm. Davies Co., Limited, at Toronto and Montreal.

Write us for prices—or ask our salesman for particulars.

In Convenient Packages
One-Pound Moulds
Six-Pound Tins
20-lb. Pails





The Greatest Seller of its Kind in the World

Quicker Sales!
More Sales!!
More Profits!!!

Marigold Oleomargarine

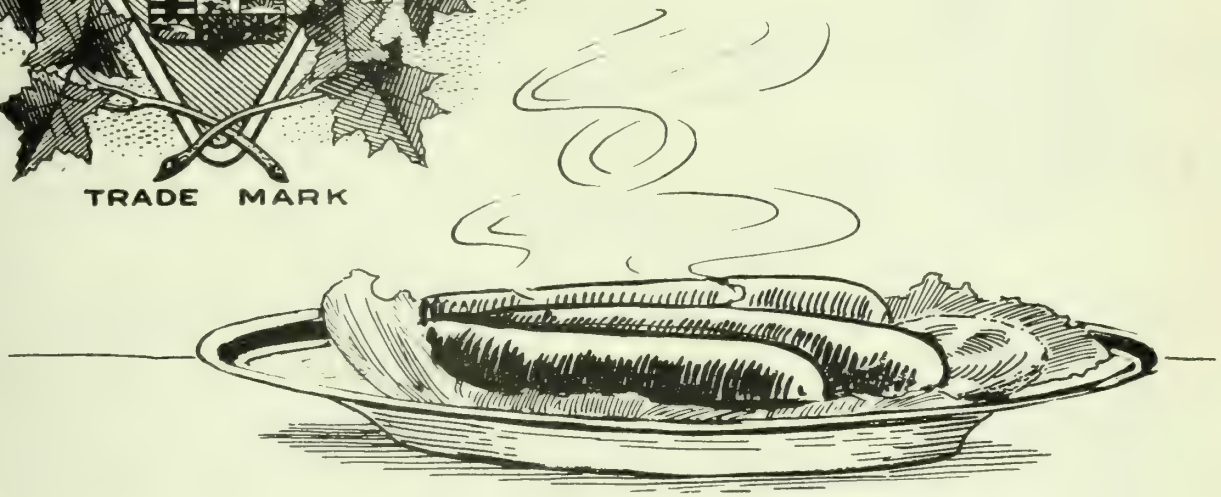
MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec





"THE SCHNEIDER QUALITY IS DIFFERENT"

Made from Pure Pork and Pure Spices in the incomparable "Schneider" way...

Your customers will appreciate these **temptingly flavored "country style" Pork Sausages,** and the excellent profit margin they offer will make them equally as popular on your side of the counter.

Schneider's Sausage never vary in quality. They're made under hygienic conditions from only good quality ingredients. You'll find them big sellers, trade pullers and invariable repeaters.

Fifteen varieties of Sausage tastily flavored and also a full line of mild cure smoked meats. We specialize in mail order business. Our list prices will surprise you.

Drop us a Card for Sausage and Smoked Meat Quotations.
Satisfaction guaranteed on all mail orders.

J. M. Schneider & Son, Ltd.

KITCHENER, ONTARIO



Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS

SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 3c word first insertion, 2c word for each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

C. A. MANN & COMPANY

78 KING STREET - - LONDON

POULTRY for XMAS TRADE

When ordering your Xmas poultry, make it a point to let us have your requirements from two to three weeks in advance.

We will be able to supply you with the very finest of

TURKEYS, DUCKS, GEESE and CHICKENS

And because your order will be carefully selected from the very best turkeys obtainable we can guarantee *you* satisfaction in advance.

It will pay you as regards price and quality to order from us.

C. A. MANN & COMPANY

LONDON - - ONTARIO



The CROWN *Trade-Mark*

on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

We manufacture all kinds of

Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited

Ottawa, Ontario

ROSE BRAND

The Brand of Selected Foods

THE same thoughtful care and diligence which your own mother would show when preparing special dishes, is given to the choice and preparation of Rose Brand products.



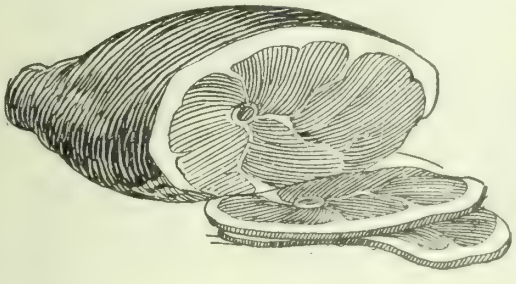
Only the finest of critically selected meats, dairy products and wholesome foods ever bear this time-honored brand.

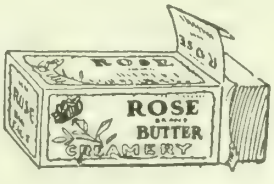
Purchasers of Rose Brand obtain all that could be desired in quality and flavor—the choicest products of an institution famous since 1852.



Our national advertising campaign to increase the demand for Rose Brand is now running in weeklies, dailies and magazines throughout the country. For the dealer we have prepared handsome beautifully colored hangers, folders, window trims, etc. These are a great asset to any storekeeper, as they give his food department and window display an irresistible appeal—thus increasing sales. All advertising matter sent gratis on request.

To establish an ever-increasing trade in ham, bacon, shortening, etc.—sell Rose Brand. Rose Brand purchasers always come back.







CANADIAN PACKING COMPANY LIMITED

TORONTO, ONTARIO

BRANCHES:
Fort William
Sudbury
Sydney, N.S.
Charlottetown, P.E.I.
Winnipeg, Man.

PACKING HOUSES:
Brantford
Toronto
Peterboro
Montreal
Hull

Xmas Stockings

SPLENDID VALUES AT

5c., 10c., 15c., 25c., 50c., $1.00 to $2.50 Sizes at Retail

Stocking Bags

WITH SANTA CLAUS AND DOLL BODIES—FILLED WITH CANDIES

to retail at 15c., 20c. and 25c. each.

Milk Chocolate

SANTA CLAUS, TURKEYS AND NOVELTIES

We have the goods—write for prices now.

CHAS. LAUDER CO.

97 Ontario St., TORONTO



A Good Salesman—Free

Add a supply of Mapleine recipe booklets to your sales force—you will find them good salesmen for

Mapleine

"The Golden Flavor"

The booklet introduces Mapleine to customers in an irresistible way. To glance over the recipes is to want to taste the good things they make. And this moves Mapleine from your shelves.

Your name on the front covers is an ad. for your store. We will print it there.

How many shall we send you?

F. E. Robson & Co., 7 Wellington St. W., Toronto
Mason & Hickey, Box 2949 - Winnipeg

THERE'S NO VERMIN IN DOMINO



Insist on Domino or Jack Frost Package Rice. You would if you could see the roaches, flies, mice, rats and germ-laden dust that gather in bulk rice. It is protected from the mill to your store by modern sanitary precautions. They contain the best quality

CAROLINA AND BLUE ROSE RICE

There are no other package rices just as good. You can prove it yourself by examining their beautiful selected grain, white as snow.

RALPH GOLDSMITH CO., New Orleans, La.

Canadian Agent: C. C. Mann, Board of Trade Bldg., Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$8 00
Reindeer Brand, small, each 48 cans	9 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario

Wheatgold Breakfast Cereal

Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50
5-lb. tins, 1 doz. in case	7 15

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches

Boxes—	
40-lb. Canada Laundry	$0 09¾
100-lb. kegs, No. 1 white	0 10¼
200-lb. bbls., No. 1 white	0 10¼
40-lb. Edwardsburg Silver Gloss 1-lb. chromo pkgs.	0 11¾
40-lb. Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	4 70

Culinary Starch

4 lbs. W. T. Benson & Co.'s Challenge Corn	0 10

(Prices in Maritime Provinces 10c per case higher.)

20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 13

(20-lb. boxes ¼c higher, except potato flour.)

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 11½
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Argo Corn Starch, 1 lb. packages	0 10
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 13

(20-lb. boxes ¼c higher, except Potato Flour)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 15
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55
20-lb. tins, ¼ doz. in case	6 00
Barrels, about 700 lbs.	0 08
Half barrels, about 350 lbs.	0 08¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	$5 55
5-lb. tins, 1 doz. in case	6 25
10-lb. tins, ½ doz. in case	5 95

(5, 10 and 20-lb. tins have wire handles.)

GELATIN

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

MAGOR, SON & CO., LTD.

INFANTS' FOOD

	Doz.
Robinson's Patent Barley—	
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.C.F., 1-lb.	
F.D., ¼-lb.	

	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25

	Doz.
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 60

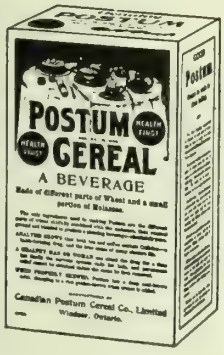
IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1 21
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 36
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 26
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 34
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 86

The Constantly Increasing Demand

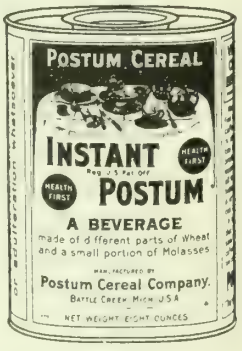
for that wholesome cereal beverage

POSTUM



makes it good business judgment for the grocer to keep well stocked.

Postum comes in two forms. Postum Cereal --the original form—must be well-boiled to bring out its full, rich flavor. Instant Postum, the soluble form, requires no boiling, but is made in the cup instantly.



The Profit is good and the sale is guaranteed

Canadian Postum Cereal Company, Ltd., Windsor, Ontario, Canada

"EX-OX"



For Strength and Health

Makes a Nourishing Meal for one cent a head ....

Feature it now in your Fall Displays

Ex-Ox is a wholesome and economical food extract prepared from "the strength of the ox." It is used and endorsed by public institutions and Government departments as an ideal food for invalids, growing children, brain workers, and workmen.

Now is the time to sell *Ex-Ox*. If you've never sold this splendid British-made product, try a sample order to-day—feature it in your displays and watch it repeat. The profit margin is remarkably good.

Wm. Pearson and Co.

12 Adelaide St. W. - - Toronto

ADEL. 6359

Awarded Grand Prize, Gold Medal and Legion of Honour, at the Great Victory International Exhibition in Paris, November, 1919; Brussels, February, 1920; Milan, May, 1920, for the best the world produces.

Open to all comers.

Put up in cubes, also in 2 oz., 4 oz., 8 oz. and 16 oz. tins.

Write to-day and ask for our special offer.

OVERTAKING THE RISING COST OF SELLING

EVERY month sees travelling expenses mounting higher. Passenger fares and increased hotel bills have doubled and trebled salesmen's expenses during the past two years. Every company faces increased selling cost far beyond provision made at the first of the year.

There's one solution to this perplexing problem: You can increase the productiveness of your selling force by telling your merchants what you have,—reminding them of the sales possibilities of your lines, and building goodwill between your sales calls. You will save your salesman's time—and increase his efficiency by keeping your merchants in touch with your products through regular announcements in his business newspaper.

Many salesmen report merchants have orders saved up for them as a direct result of advertising in MacLean Trade Newspapers. Their time is saved and their business has been increased.

Advertising in trade newspapers builds business for the salesmen and co-operates with him in the very valuable work of preparing the ground for his call. In every village and town in Canada—in places where salesmen go regularly and in many where they seldom reach, there you'll find the MacLean trade newspaper building business and goodwill for your products—if you use it.

MacLean business newspapers go direct to the man who buys the very goods you sell. He relies on them for markets and prices of all the goods he buys.

The advertising pages are his newspaper, the editorial pages are his business advisers, for they deal directly with the very things he wants to know about—

As one enthusiastic subscriber told us in to-day's mail: "We find your price list one of the most convenient things in our office."

Let us show you how you can use trade newspapers to lower your yearly cost of selling.

The MacLean Publishing Company, Limited

Publishers of the Following Specialized Trade Newspapers:

Hardware & Metal
Druggists' Weekly
Canadian Grocer
Bookseller & Stationer
Dry Goods Review
Men's Wear Review
Sanitary Engineer

ESTABLISHED 150 YEARS.

1770 1920

By Royal Appointment.

The Three S. S. S.

S. STUFF. "That's the STUFF to give 'em," was a slogan which was world wide during the war years. STUFF means the GOODS — the RIGHT GOODS—QUALITY. Day & Martin, Ltd., the House with a History, concentrate, at their London Works, on producing the STUFF.

S. SATISFACTION. A satisfied customer is one who is yours for "keeps." Day & Martin's Wax Shoe Polish in the tin with the "TAB" gives SATISFACTION every time.

S. SERVICE. Day & Martin's Distributing Agents throughout the Dominion, Hargreaves (Canada) Ltd., rightly pride themselves on the SERVICE which they give to the trade and so add this most important "S" to the other two.

"Here's the STUFF to give 'em!"



In the Tin with the "Tab."

Why not send to-day for a sample and prices to—

HARGREAVES (CANADA), LTD.
24, Wellington Street West, TORONTO.
VANCOUVER. WINNIPEG.

Grapes

Shipments of

Spanish Almeria Grapes

now arriving in barrels for winter keeping. Quality is splendid and have every appearance of keeping. Also

California Emperor Grapes

In kegs and lugs--the latter containing 22 to 24 lbs.

Nuts

We are offering complete assortment of

BRAZILS: Large Washed and Medium
WALNUTS: Grenoble and Marbots
Filberts, Almonds, Pecans, New Cocoanuts and Peanuts.

Will be pleased to have your business. Quality in all lines first class.

WHITE & CO., LTD.

TORONTO AND HAMILTON

Wholesale Fruits, Nuts, Dates, etc.

For Fall and Winter Breakfasts

Suggest

WHEAT GOLD

Breakfast Cereal

(Formerly WHEATINE)

The cold days are here, the time when porridge is relished by all. When your customers desire a really good cereal show them *"Wheat Gold"* and your best recommendation will not be too good.

Packed in unusually attractive cartons it will make noticeable displays for your window or counter.

Get your supply from your wholesaler--to-day.

NO CHANGE IN PRICES
PER CASE - - - $5.30
98 LB. BAGS - - EACH $7.00

W. B. Browne & Co.

Toronto, Ontario

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ¼ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box	0 95
Victory Bars, 24 in box, 60 boxes in case, per box	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95

We pack an assorted case of 60 boxes of bars.

Maple Buds—	
6c display boxes	
6c pyramid packages, 4 doz in box	
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.
The Waxtite Line

Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, Ltd.

14 Bleury St., Montreal.

XXX Self-Rising Flour, 6 lbs. packages, doz.	$6 10
Do., 3 lbs.	3 10
Superb Self-Rising Flour, 6 lbs.	5 90
Do., 3 lbs.	3 00
Crescent Self-Rising Flour, 6 lbs.	6 00
Do., 3 lbs.	3 05
Brodie's Self-Rising Pancake Flour, 1½ lb. pkgs., doz.	1 60

To get business you must go after it. Others do it through this paper —why not YOU?

AN UNBEATABLE COMBINATION

QUALITY AND **SERVICE**

These have made the name of HUGH WALKER & SONS, Guelph, Ontario, one of the leaders in the wholesale fruit trade. When buying for the Christmas trade consult us before placing your order.

California Navel Oranges *Figs*
Nuts of all Kinds *Dates*
California and Malaga Grapes
Table Raisins

All one quality---the choicest we can import.

Only one kind of Service---the best.

HUGH WALKER & SONS
GUELPH, ONTARIO

Enquiry Department

PEANUT AND COFFEE ROASTERS

Will you kindly give us name of firm where peanut or coffee roaster may be purchased.—Rung's, Fort Erie, Ontario.

Answer.—We would refer you to the Huntley Mfg. Co., Silver Creek, N.Y. (Canadian branch, Tillsonburg, Ontario).

CHRISTMAS TREES

Please let us know the names of some dealers who handle Christmas trees in Toronto.—Doherty Bros., Kinmount, Ont.

Answer.—Wm. Rennie Co., and J. A. Simmers Seed Co.

CANDY TRAYS FOR SHOW CASE

Can you tell me where I can get candy trays for a show case or silent salesman. Mr. E. E. Hooper, St. Thomas, Ontario.

Answer.—Fletcher Mfg., Hayter St., Toronto, Ontario.

POTATO AND CABBAGE BUYERS

Would you be kind enough to ask two or three reliable potato and cabbage buyers to mail us prices they would pay for the above mentioned vegetables f.o.b. Frankford, Ont.
F. Spencer & Son, Frankford, Ont.

Answer.—We would refer you to the following firms: White & Co., Church and Front St., Toronto, Ont.; Peters, Duncan & Co., North Bay, Ont., and Toronto, Ont.; Hugh Walker & Sons, Guelph, Ont.

HARDWARE STORE FIXTURES

Can you give us the names of some firms who make hardware store fixtures, such as wall boxes for small wares.—H. J. Thomson & Co., Sharbot Lake, Ont.

Answer.—Canada Showcase Co., Ltd., Toronto, Ont.; Jones Bros. & Co., Ltd., Toronto; Kent-McClain, Ltd., Toronto; The Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.; S. Anglin & Co., Ltd., Kingston, Ont.; Burton & Baldwin Mfg. Co., Hamilton, Ont.; Dominion Office & Store Fitting Co., Ltd., London, Ont.; Montreal Showcase Co., Ltd., Montreal, Que.; The Duluth Showcase Co., Duluth, Minn., U.S.A.; Thos. Lewis Arnett, Souris, Man.

OYSTERS AND LIVE LOBSTERS

Please inform me where is the nearest place to buy oysters and live lobsters.—A. Giachino, Cobalt, Ont.

Answer.—Connecticut Oyster Co., Toronto, Ont.; White & Co., Church and Front Sts., Toronto, Ont.; D. Halton Co., Montreal; Oceanic Oyster Co., Montreal.

WHO ARE THE AGENTS FOR ROBIN HOOD MILLING CO.

Will you kindly give us the name of the Toronto agent for Robin Hood Milling Co.
Reader.

Answer.—D. Stewart Robertson & Sons, 23 Scott St., Toronto, Ont.

In recent issue the question was asked as to who were the agents for Foster, Clark, Limited. We find since that Howe, McIntyde Co., Montreal, are their agents for Quebec province.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

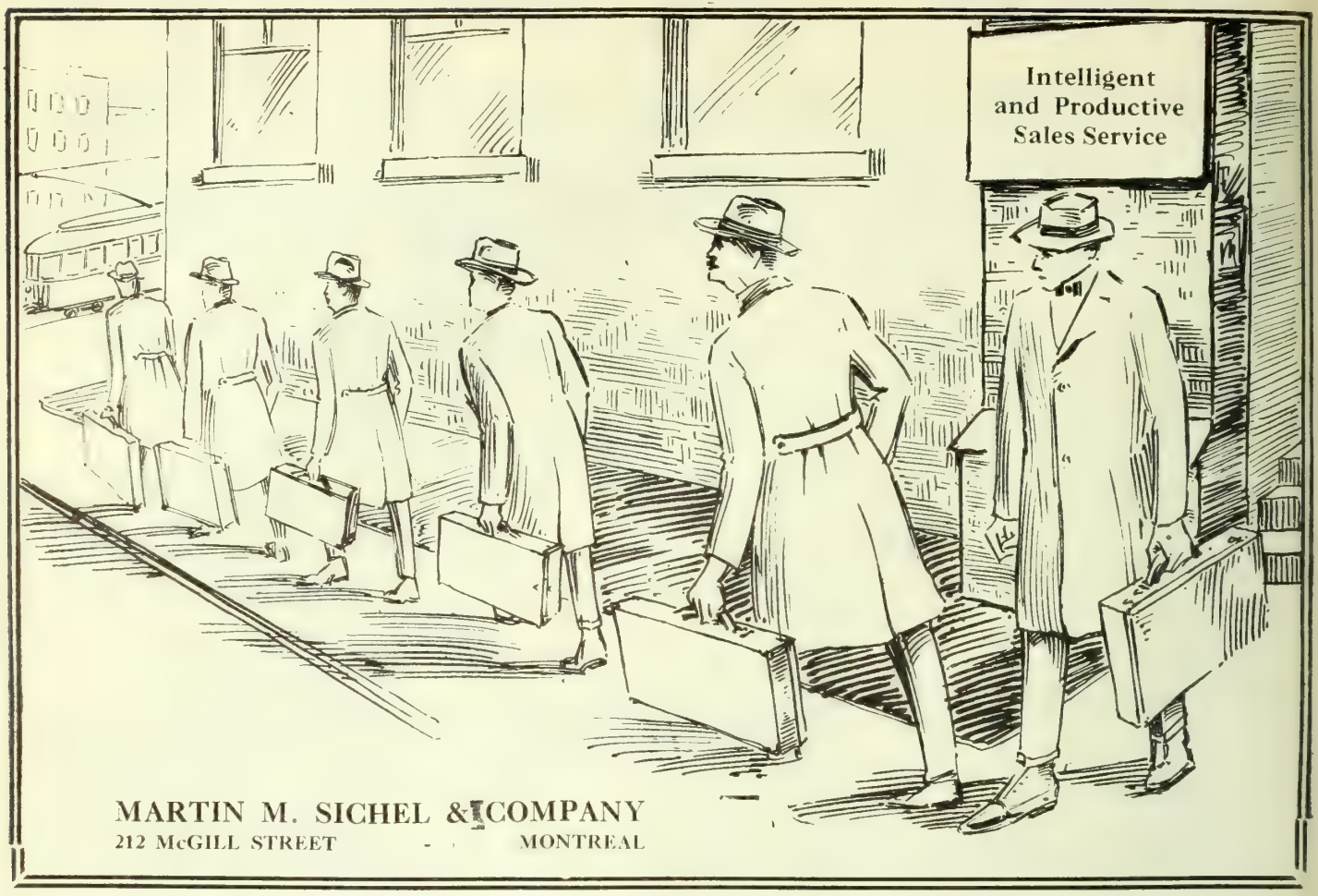
Date.....1920..

Please give me information on the following:—Name.....

Address .....

.....

.....



MARTIN M. SICHEL & COMPANY
212 McGILL STREET - MONTREAL

Grocers' Ads. That Pull

Mr. Grocer, are you satisfied with the percentage of customers who visit your store as a result of your advertisement in the daily or weekly newspaper? Would you like some new, practical ideas to help you get more people into your store?

Perhaps you can present your goods to the public through the newspaper in a more effective style that will get you ten, twenty, or a hundred more customers, by using the best ideas of successful grocers.

We read all newspapers published in Canada as a business and can collect for you the cleverest and most striking ads.—those with new selling points and new ideas—and send them to you. A scrap book with 50 or 100 of these advertisements kept for reference would be of real practical use to you. The price is 5c a clipping for collections of 50 or over.

CANADIAN
PRESS CLIPPING SERVICE
143-153 UNIVERSITY AVENUE
TORONTO

Report from Barbados

Oct. 6, 1920

(Issued by a prominent Barbados Exporter. Original on file in this office.)

"Since our report issued in September the drought has continued, consequently the canes are backward in growth, and even with the most favorable weather conditions for the balance of the year, the output of both sugar and molasses next season will be very short.

"Inasmuch as next season's molasses will not be available for shipment before April, holders in Canada will have ample opportunity to dispose of this season's purchases and should avail themselves of the opportunity thus afforded them to make a profit on their present stock."

These conditions indicate higher prices and late deliveries.

We are offering spot stock at a lower price than quoted in Barbados to-day.

We guarantee Windmill to be absolutely pure and highest grade Barbados Molasses.

To-Day's Price!!

$1.33

Per Imperial Gallon

f.o.b. Montreal
f.o.b. Quebec
f.o.b. St. John, N.B.

Buy WINDMILL Super-Fancy Barbados at the present remarkably low price and average down the cost of the stock you already have on hand. It will also introduce you to the finest grade of Barbados you ever sold and enable you to profit by our great advertising campaign.

100% Pure Guaranteed



Windmill Barbados

Super-Fancy Molasses

Wire or mail your order to

Pure Cane Molasses Co. of Canada, Limited
St. John, N.B. Montreal, Quebec



HOUSEWIFE'S FAVORITES

The strength and crystal purity of Windsor Salt and Regal Free Running Table Salt make them the favorites for household use. Moreover, women appreciate the convenient carton, with aluminum spout, in which Regal Salt is sold.

WINDSOR TABLE SALT
REGAL TABLE SALT

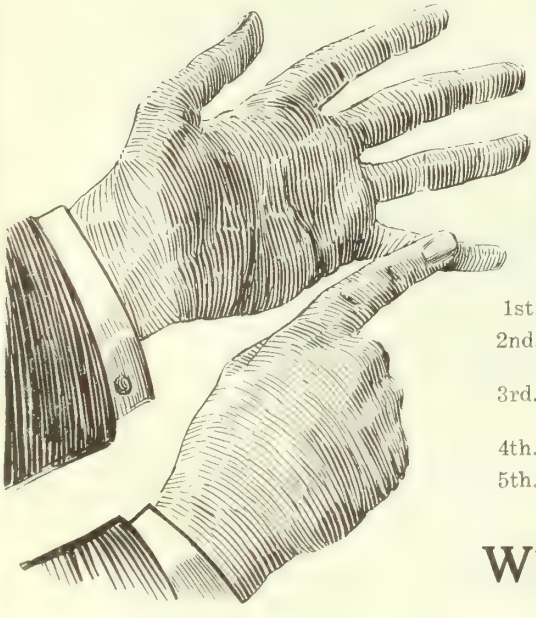
(Free Running)

These salts are produced in the most modernly-equipped salt manufacturing plant in Canada. All orders receive prompt attention.



The Canadian Salt Co., Limited
Windsor, Ontario

Five good reasons for selling.....



White Swan Wheat Flakes



1st.—They are sold on a money-back guarantee.

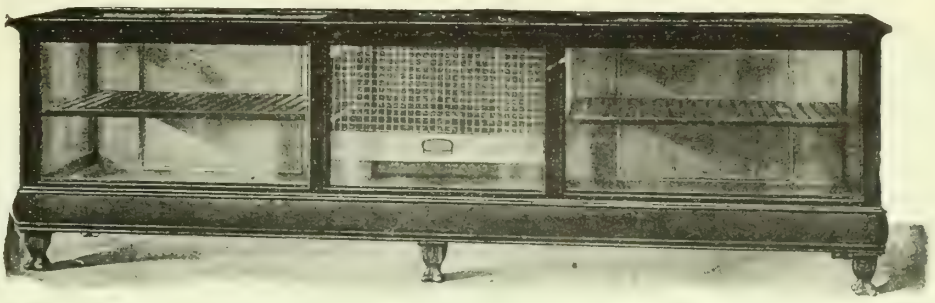
2nd.—They have already proven highly profitable and active sellers for thousands of Canadian grocers.

3rd.—They are made in the incomparable **White Swan Way** from the highest grade Canadian Wheat.

4th.—They offer a real good profit margin.

5th.—They possess an unusually delicious flavor that always wins satisfaction and steady repeats.

White Swan Spices and Cereals, Limited
TORONTO, CANADA



Arctic Counter Refrigerators

Made in Two Sizes

No. 996—72 inches long, 27 inches wide, 36 inches high; shipping weight, 600 lbs.

No. 998—96 inches long, 27 inches wide, 36 inches high; shipping weight, 775 lbs.



This ARCTIC Upright Refrigerator has a generous capacity and is suitable for the average grocer. Stands 84 inches high, 46 inches wide, 28 inches deep.

ARCTIC
REFRIGERATORS
for Grocery Stores

Solidly constructed of tightly framed Oak and scientifically designed to provide free circulation of dry, cold air. Every detail has been carefully planned to make Arctic Refrigerators thoroughly sanitary and easy to maintain. Save waste and display your perishables in an attractive way by installing an Arctic.

Write for free catalogue.

JOHN HILLOCK & CO., LIMITED

OFFICE, SHOWROOMS AND FACTORY: 154 GEORGE ST., TORONTO

AGENCIES:

A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa;
J. McMillan, 280 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.
F. G. Harrie, Halifax, N.S.

Le Parfait 100 Pour Cent Pure Huile Vegetale Castille

(100% Pure Vegetable Oil Castile)

"The Castile Soap that is Different"

Le Parfait Soap has made friends as well as regular customers and as an up-to-date and energetic merchant, you are not only anxious to build up your business in your district but are striving to hold it in face of very keen competition; you must realize that the only sure way to do it, is to sell goods in which you can place every confidence.

We are offering to the people of Canada a pure vegetable oil soap which represents the highest standard of quality and works nicely in hard, soft, hot or cold water, which the people from coast to coast have learned by experience they can rely on as being the best.

Le Parfait Castile Soap has attained the highest point of perfection that places it in a class by itself and, while often imitated, is never equalled. All dealers are authorized to guarantee **Le Parfait** as being the best Castile on the market that it is possible to make, and to be just as represented.

We are anxious that any dealer who does not know the merits of **Le Parfait** Castile should do so at once at our expense.

We would like you to fill out coupon below or write us and samples will be mailed for this purpose; and all we ask is for you to let us have your report on same.

Manufactured by

DOMINION SOAP CO., LIMITED

LONDON, CANADA

.....1920

Dominion Soap Co., Ltd.,
London, Canada.

Gentlemen:

Would like to take advantage of your offer and will test out your soap personally and report back to you.

Name.....

Address.....

Business.....

Wholesale Grocer.....

Representatives:

H. L. PERRY CO., LTD.,
WINNIPEG
for Manitoba, Saskatchewan and Alberta.

H. P. BURTON,
Standard Bank Bldg.
VANCOUVER, B.C.,
for British Columbia

Send your orders direct to our representatives and immediate shipment will be made from stocks carried in Winnipeg and Vancouver.

Nuts

This is a feature of our business to which we always give considerable attention, and consequently our sales every fall reach quite large proportions. This in turn enables us to buy in quantities, and if there are any big blocks lying around anywhere within reach which have to find a market—why of course we are ready to help things out—but only at a price which we think would interest you, and after considering all the varying influences playing around.

We solicit your business at the following:

Sicily Filberts, Bags, about 110 lbs. - - - -	.14
Tarragona Almonds, Bags, about 110 lbs. -	.19½
Grenoble Walnuts, Bags, about 110 lbs. - -	.21
Large Washed Brazils, Bags, about 170 lbs. -	.34
Medium Brazils, Bags, about 170 lbs. - - -	.29

Terms, net 30 days ex. warehouse.

SEND US AN ORDER.

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

N. B. Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG



For the Christmas Baking

Cow Brand Baking Soda still stands as the old reliable. During the holiday season display and suggest it for satisfactory baking.

Has superior strength. A great favorite and—a profit maker.

CHURCH and DWIGHT
Limited
MONTREAL

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

TS MFG LTD.

15 Big Sellers

For the Fall and Winter Trade

Pickled Onions
Chow Chow
Corn Chowder
Confectionery Supplies
Liquid Soaps
Pickled Beets
French Mustard
Essences
Fruit Juices
Glycerine Soaps
Pickled Red Cabbage
Worcester Sauce
Marmalades
Florida Waters
Bay Rum, Etc.

All Lines Guaranteed and Show Big Profits

Represented by

C. D. Koppell, Wolfville, N.S. T. Ashmore Kidd, Kingston, Ont.
Chadwick & Co., Toronto, Ont.

TRADE SUNDRIES MFG. LTD.
232 Clarke St., MONTREAL

Color -

Flavor -

Concentration



LOOK FOR THIS LABEL

DOMINION SOUP

The new Dominion Product

Color, Flavor, Concentration—these three factors comprise Quality; that **quality** in Dominion Brand Tomato Soup of which we are so proud; the quality that has made this delicious soup an immediate success wherever it has been introduced.

Dominion Soup—1920 pack Tomatoes—is an entirely new and superior product. Made from plump, ruddy, selected tomatoes, and pure spices by careful, expert chefs; it sets a new standard in the making of canned soups.

In Canadian Homes Dominion Soup is welcomed as an appetizing, nourishing food; an added delight to any luncheon or dinner table.

Dominion Soup is made from Canadian Tomatoes grown by Canadian Farmers and manufactured by Canadian Labor. It is better than any imported soup—further, by giving preference to Canadian Products, one helps appreciate the value of the Canadian dollar.

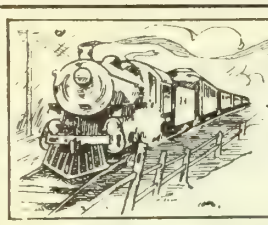
Quality and flavor are creating a wide demand for Dominion Soup.

Order your supply to-day. Every can guaranteed.

Dominion Canners Limited



Hamilton Canada



BUYERS' MARKET GUIDE
Latest Editorial Market News





STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.

"SOCLEAN"
the dustless sweeping compound.
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

Olivier's Cream Toffee
5 cent bars
O. K.—Almond—Cocoanut
The finest made

Brokers
Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)
MEDICINE HAT

A. F. VINCENTELLI & CO.
ANTWERP (BELGIUM)
The oldest Corsican Candied Peel and Fruit Manufacturers
CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

HOG PRODUCTS MAY BE LOWER

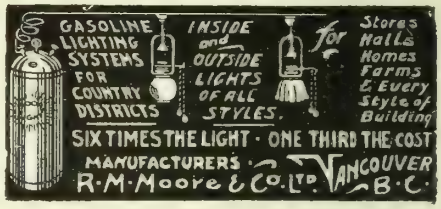
Owing to the lack of export business for bacon and other hog products, packers are buying hogs very carefully, in fact only the required amount necessary for present use. With prices for live hogs down a couple of dollars per hundred and packers not overly anxious to buy, the tendency is that lower prices can be expected on hog products. At the stock yards in Toronto, packers are making offers for the next week on a basis of one dollar lower that this week's prices. On the other hand the report comes from the country that there is not an over abundance of hogs and in some districts there is a scarcity. One packing house in Ontario is reported to have closed for lack of hogs. What the outcome will be nothing can be learned with definiteness.

PAPER BAGS TO BE HIGHER LIKELY

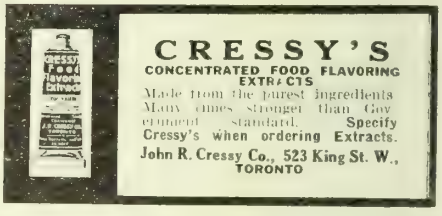
For the past several months paper bags have been steadily advancing due to the increasing cost of paper and pulp. It has been intimated to Canadian Grocer that paper bags are due for another advance in the near future.

Information
We can keep you posted with all daily news and business Tips.
Canadian Press Clipping Service
143-153 University Avenue, Toronto

GROCERS
Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from
C. A. MANN & CO.
LONDON, ONT.
Phone 1577



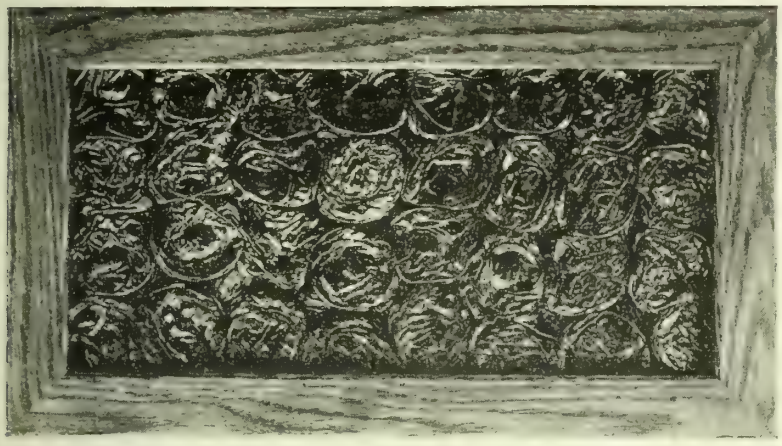
The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk pickles Mincemeat, etc.



30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

If You Want to Receive the HIGHEST MARKET PRICE
FOR YOUR
TURKEYS
Chickens, Fowl, Ducks, Geese, Eggs and Dairy Butter
SHIP TO
CRESCENT CREAMERY CO.
WINNIPEG LIMITED MANITOBA

Bulk Goods are Paying Dividends If Properly Displayed!



Actual Size of Smallest Display Pocket--14 in. x 7⅞ in.

Economy has come into fashion with food users. Bulk goods are more economical for your customers and profitable for you if properly and cleanly displayed. Safeguard your customer from a sanitary and monetary standpoint, so insuring your future business.

You can convey an aspect of cleanliness and sales efficiency to your customer and utilize the waste counter space that boosts your overhead and lessens your net profits. Sherer counters are built for---

the clean display of dividend paying merchandise.

Why not own this counter?

Insure Your Business Against the Return of Smaller Profits.

Sell Food By Weight

Clip this Coupon—Mail TO-DAY

SHERER-GILLETT CO.
Guelph, Ont. Dept. 57

Send us your late 1920 catalogue and terms

Name . . . . . .

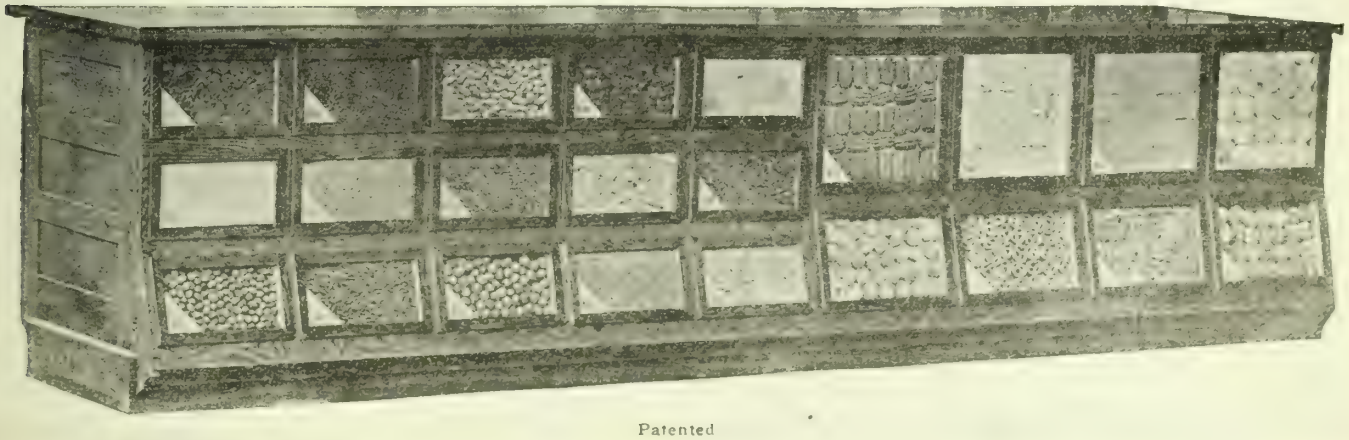
Town . . . . . .

Province . . . . . .

Sherer-Gillett, Ltd.

Dept. 57

Guelph Ontario



Patented

"Member Audit Bureau Circulations"
"Member Associated Business Papers"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXIV. TORONTO, NOV. 5, 1920 No. 45

EDITORIAL CONTENTS

Selling the Important Factor 121
Sells Large Quantities of Bulk and Box Candy at Christmas 122
Are You a Salesman? 123
Equipment That Means Easier Handling of Customers 124
Solves the Delivery Problem 125
Selling Easily Prepared Foods in Fruit-Picking Season 126
Sell the Goods First to the Clerks 127
Window Displays in Evening Mean Sales the Following Day 128
Coffee Mill in Window Sells 14,000 Lbs. of Coffee 129
One Lone Stranger Led Way to Large Trade in Hunters' Supplies 130
Let the Customer Feel That You Are Taking a Personal Interest in Her Buying. 131-2
Quality and Service Make Trade 133
Capitalizing the Social Season in His Town 134-135
Selling Only Top Quality Goods 136
Selling Delicacies for Afternoon Teas ... 137
Alberta Retail Firm Claims Cash Plan the Best Way to Combat the High Cost of Living 138
Advertising Essential to Success 139
Building a Big Demand for Prunes..... 140
Finds Cash Plan Works Splendidly 141
Where Advertising Proves Profitable 142
Cut Prices—the Rope by Which the Grocer Hangs Himself 143
Would Not Part With His Paper Baler... 144
Showcard Writing and How It Can Help Stimulate Business 145
The Christmas Window Contest 146
Winning Displays in 1919 Christmas Window Contest 147-148-149-150
Sell as Much, But Buy Oftener 151
Planning for Annual Stock Inventory.. 152-153
Service and Effective Displays Are Showing Profitable Returns 154-155
Ideas That Have Proved Profitable to Other Grocers 156-161
Comparative Prices of Commodities 1914-1920 162
Promoting and Retaining Business 163
Editorials—Judge Gary's Important Advice—Christmas Selling—The Christmas Window Contest — Cultivating the Stranger—Editorial Briefs 164-165
Current and Western News 166-167
Weekly Grocery Reports 168-174
Markets by Wire 175

Produce and Provision Department

Good Equipment Means Extra Sales 176
Selling Poultry at a Profit 177-178
Green Stuff in Winter is Profitable 179
Making Week-End Sales of Sausages 180

Produce and Provision Markets

Quebec Markets 181
Ontario Markets 182
Winnipeg Markets 183

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JOHN BAYNE MACLEAN, *President* H. T. HUNTER, *Vice-President*
H. V. TYRRELL, *General Manager*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Druggists' Weekly, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, The Canadian Motor, Tractor and Implement Trade Journal.

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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway, Telephone Rector 8971; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401, Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year; United States, $4.50 a year; other countries, $5 a year; single copies, 15 cents. Invariably in advance.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—GENERAL STORE BUSINESS and dwelling; post office in connection. Best locality in Annapolis Valley, N.S.; or would consider active partner with capital and enlarge business. Full particulars to Box 292, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—ONE OF THE BEST RETAIL grocery businesses in the best city of Western Canada, turnover $80,000, showing good profit; reason for selling, leaving country. Price, approximately $30,000, includes buildings, fixtures, stock and delivery equipment. Apply Owner, Box 398, Canadian Grocer, 153 University Ave., Toronto, Ont.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

MERCHANTS WHO WANT HAY OR CANADIAN leaf tobacco communicate with Chs. Ed. Leonard, Ste Monique Co., Two Mountains, P.Q.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

AGENCY WANTED

A RELIABLE EXPERIENCED BROKER would like agencies for British Columbia, or would act as purchasing agent for a reliable Eastern house. 810 Dominion Building, Vancouver, B.C.

AGENCY WANTED JOHNSON & DASH offer their services to Canadian manufacturers who desire to export their products to the British West Indies. Manufacturers' representatives and sales agents. Barbados, B.W.I.

POSITION WANTED

POSITION WANTED BY MAN OF 28, WITH eight years' experience in retail groceries. Capable of management, good references. Box 396, Canadian Grocer, Toronto.

BAKER'S COCOA *and* CHOCOLATE



Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

SITUATIONS VACANT

EXPERIENCED GROCERY SALESMAN DESIRES position traveling out of Winnipeg, calling on wholesale or retail trade. Nine years' experience. Age 26. Will furnish references on application. Box 298, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—A MAN WITH EXPERIENCE FOR retail grocery department; good steady position and good treatment assured; Northern Ontario. Apply stating salary expected to Box 300, Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITIONS WANTED

REAL LIVE MAN WITH LIFELONG EXPERIence in grocery and produce trades is open for better proposition as partner, manager, accountant, etc. It is not always easy to get in touch with right party of experience. Investigate. May be mutual opportunity. Box 290, Canadian Grocer, 153 University Ave., Toronto, Ont.

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que

EVERYWHERE
NO COLLECTION NO CHARGE
EFFICIENT
RELIABLE

INDEX TO ADVERTISERS

Acadia Sugar Refining Co. 51
Albion Sewing Co. 64
Alexander Molasses Co. 81
Anchor Cap & Closure Corp. of Canada, Ltd. 18
Arnett, Thos. Lewis 109

Bain Co., Donald H. 79
B. B. Brand Beverages 75
Barr Registers, Ltd. 70
Bedlington & Co., R. G. 89
Beecham's Pills 30
Belgo Canadian Trading Co., Reg'd. 84
Bickle & Greening, John W. 112
Bodley Co., C. J. 110
Borden Milk Co. 1
Bowes Co., Ltd. 22
Bowser & Co., Ltd., S. F. 70
Bradstreets 83
Brennan, H. C. 83
British Columbia Mfg. Co., Ltd. ... 100
Brodie & Harvie Co. 31
Browne Co., W. B. 194
Buffalo Specialty Co. 39
Bush & Co., W. J. (Canada) 21

California Prune & Apricot 36
California Peach Growers, Inc. 37
Canada Nut Co. 81
Canada Produce Co. 84
Canada Scale & Slicer Co. 86-87
Canadian Importations, Ltd. 19
Canadian Maple Products, Ltd. 24
Canadian Milk Products, Ltd. 43
Canadian Packing Co., Ltd. 189, 41
Canadian Postum Cereal Co. 191
Canadian Salt Co. 198
Cane & Son Co., Ltd., Wm. 103, 106
Cannon Canadian Co., Ltd. 103, 106
Chadwick & Co. 83
Chamberlain Medicine Co., Ltd. 62
Channell Chemical Co., Ltd. .....
Inside front cover
Chase & Sanborn Co. 59
Church & Dwight, Ltd. 202
Clark Ltd., W. .....Back cover
Clayoquot Sound Co. 93
Clement & Co. 75
Climax Baler Co. 119
Connecticut Oyster Co. 40
Connors Bros., Ltd. 35
Crampton & Co. 48
Crawford & Co. 114
Crescent Mfg. Co. (Mapleine) 190
Cressy, John R. 204
Crothers Co., Ltd., W. J. 108
Cross & Blackwell 11

Davidson, Jas. 83
Davies Co., Ltd., Wm. 185
Day & Martin 46, 193
Dayton Scale Co. .....Front cover
Dobree & Sons, Samuel 112
Diamond Dies, Ltd. 60
Donaldson-Phillips Agencies 81
Dominion Canners B. C. 90
Dominion Canners Ltd. 203
Dominion Sales Co. 112
Dominion Soap Co. 200
Donaldson, J. S. 83
Drimilk Co., The 53
Duncan & Son, C. 82
Dunn, Albert 84

Eckardt & Co., H. P. 201
Edgett, W. H. 81
Edwards, W. C. 188
Eno Ltd., J. C. 44
Enquiry Page 195
Escott & Co., Ltd., W. H. 77
Escoffier Ltd. 63
Estabrooks Co., Ltd., T. H. 119
Eureka Refrigerator Co., Ltd. 67
Ex Ox Co. 191, 65

Field & Co. 64
Freeman Co., Ltd., W. A. 68, 69
Furnivall-New, Ltd. 54

Gaetz & Co. 84
Gibson-Paterson-Brown 82
Goldsmith Co., Ralph 190
Gray & Co., John 61
Gosse-Millerd & Co. 17
Grant & Co., C. H. 82
Griffiths, G. W. 82
Guelph Soap Co. 26
Gurd & Co., Ltd., Chas. 84

Hamilton & Sons, G. J. 14
Hansen's Lab., Chr. 117
Hanson Co., Ltd., J. H. 84
Hargreaves Ltd. 48
Hatton & Co., D. 25
Hay, A. H. M. 84
Heinz Co., H. J. 112
Henderson Brokerage, B. M. 81
Hill, N. A. 83
Hillock & Co., Ltd., John 199
Hobart Mfg. Co. 73
Horton, Cato Mfg. Co. 29
Hudon, Hebert & Cie 16

Imperial Extract Co. 117
Imperial Grain & Milling Co. 94
Island Lead Mills Co. 64
I.X.L. Spices & Cereals Co. 42

Jeffress, E. W. 74
Johnson-Lieber Mercantile Co. 81

Keatings, Ltd. 74
Kennedy Mfg. Co. 103
Kenney & Co., T. 88
Kelly Confection Co. 92
Kidd, T. Ashmore 83
Kiwi Products Co. 63

Lachaine, Geo. D. 84
Lambe, W. G. A. 83
Langley Harris & Co.
2, 3, 4, 5, 6, 7, 8, 9
Laporte Martin 57
Lauder & Co., Chas. 190
Lea & Perrins 97
Lemon Bros. 112
Loggie, Sons & Co. 83

Maclure & Langley 83
Maclure & Co., A. M. 82
Macdonald Regd., W. C. 111
Mackenzie & Co., Ltd., W. L. 82
Magor Son & Co., Ltd. 183
Major, Ltd., S. J. 27
Major, Soubliere, Ltd., L. H. & J. ... 32
Malcolm Condensing Co., Ltd. 15
Mann & Co., C. A. 188, 204
Maple Leaf Milling Co. 94
Maple Tree Producers 28
Marsh Grape Juice Co. 33
Mason & Co. 46
Mason & Hickey 80
Mathieu Co., J. L. 23
McCart, W. J. 116
McLay Brokerage Co. 82
McLauchlin & Co., J. K. 83
Midland Vinegar Co. (H.P. Sauce) 48
Mickle, Geo. T. 188
Moore & Co., R. M. 204
Moore & Co., S. H. 98
Morris & Co. 186
Mowatt & McGeachy 82
Mueller Mfg. Co., Chas. 204

Nagle & Co., H. 207
National Cash Registers 71
National Grocers Limited 120
National Licorice Co. 74
National Steel Car Co. 104
Nelson, C. T. 81
Nicholson Rankin Co. 183
Nettelfield & Co., E. B. 115
Nobility Chocolates, Ltd. 62
Norcanners Ltd. 94
North American Dye Corp. 30
North-West Biscuit Co. 52

Oakey & Sons, Limited, John 64
Oceanic Oyster Co. 56
Okanagan United Growers Ltd. ... 33
O'Donnell, John J. 78, 83
O'Loane, Kiely Co. 91
Old City Mfg. Co. 115
Oliver G. F. 204
Ottawa Paint Works 74
Oversea Export Co. 10

Palmolive Soap Co. 44
Patrick & Co., W. G. 12, 13, 83
Pearson & Son, Wm. 191
Pennock & Co., Ltd., H. P. 96
Phillipou & Co., D. D. 94
Prescott & Co. 83
Pritty, John, Ltd. 81
Procter & Gamble 113
Pullan, E. 116
Pure Cane Molasses Co. 197

Quaker Oats Co., Ltd. 107

Red Cross Pickles 115
Red Rose Tea 119
Reynolds, Moore & Bentz 115
Richardson, Greene, Ltd. 78, 82
Rock City Tobacco Co., Ltd. 105
Rose & Laflamme 84

St. Arnaud Fils Cie 84
Sarnia Paper Box Co. 116, 204
Schneider & Sons, Ltd., J. M. 187
Scott-Bathgate Co., Ltd. 76
Scott & Thomas 83
Sichel, Martin M. 196
Shepard-Mott Co. 90, 84
Sherer-Gillett 205
Smalls, Ltd. 102
Smith & Proctor 188
Smith Brokerage Co. 84
Smith, K. 84
Soclean Ltd. 204
Spratt's Patent, Ltd. 46
Stevens-Hepner Co., Ltd. 60
Stroyan-Dunwoody Co. 82
Superior Macaroni Co. 38
Swift Canadian Co., Ltd.
Inside back cover

Taylor Safe Works, J. J. 106
Teco Co., Ltd 55
Telfer Bros. Biscuit Co. 118
Thompson & Co., A. E. 95
Toronto Pottery Co. 204
Toronto Salt Works 204
Trade Sundries Ltd. 202
Trent Mfg. Co., Ltd. 204
Tuxford & Nephews 48

Upton Co., Ltd., T. 99

Vincentelli, A. F. 204

Wagstaffe, Ltd. 49
Walker Bin & Store Fixture Co., Ltd. 7
Walker & Son, Hugh 195
Wallace Fisheries Co. 85
Want Ad. Page 207
Wander Sons Chem. Co., S. 112
Ward & Co., Jos. 20
Washington Coffee, G. 114
Watson & Truesdale 82, 90
West India Molasses Co. 58
Western Canada Flour Mills 61
Western Salt Co., Ltd. 65
Western Storage & Cartage Co. 81
Wethey, Limited, J. H. 47
Whissell, H. 84
White & Co., Ltd. 194
White, Cottell & Co. 204
White Swan Spices & Cereals, Ltd. . 198
Whittall Can. Co., A. R. 101
Wiley, Frank H. 82
Williams Storage Co. 82
Windsor & Co., J. W. 50
Woods & Co., Walter 202



Follow Up the Good Work!

THE idea of consumers buying a "whole" ham has recently been given considerable publicity.

Housewives have been shown through our persistent advertising and actual display that if they "Bake the Butt," "Boil the Shank" and "Broil or Fry the Centre Slices," it is economical and profitable to buy a "whole" ham.

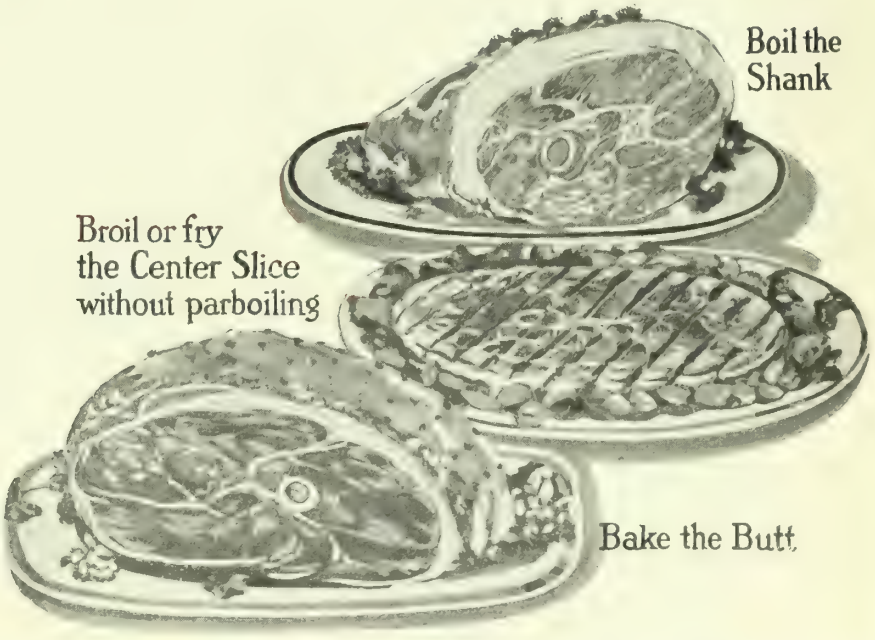
Dealers can "cash in" on this publicity by featuring "whole" ham sales. This means quick turnovers, bigger volume, more profits—and when you specialize on

Swift's Premium Hams

you know your customers will be absolutely satisfied and that repeat orders are assured.

Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton





A Relish "De Luxe"

The Best "Made in Canada" Tomato Ketchup

and because it is THE BEST, also the MOST POPULAR SELLER

Clark's Pork and Beans

and "other good things" are "essentials" in all good groceries

---

W. CLARK, LIMITED

MONTREAL

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, NOVEMBER 12, 1920 No. 46



OYSTER SEASON IS NOW ON

"Sealshipt Oysters" in glass jars have increased the consumption of oysters substantially. Do not overlook the opportunity this improved product offers.

Suggest "SEALSHIPT" in Glass Jars for Supper To-Night

Make the most of this ready-made Fall and Winter demand for oysters by suggesting a jar to every customer both over the phone and in your store. A few attractive display cards in your windows will help.

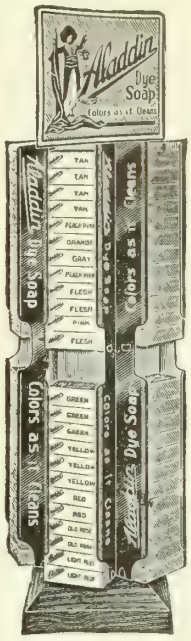
Get after this profitable business and Remember, when you sell "Sealshipt" you are giving your customers fresh oysters packed in handy glass jars of the highest quality obtainable—the kind that will bring them back for more.

CONNECTICUT OYSTER CO., LIMITED

"Canada's Exclusive Oyster House"

50 JARVIS STREET, - TORONTO

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested



Makes Quick Turnover

The Aladdin Revolving Display Stand is proving itself to be a real salesmaker for the merchant who sells Aladdin Dye Soap.

Customers almost invariably give the Revolving Display Stand a turn, to see the variety of beautiful colors of Aladdin Dye Soaps. And having read the large-space Aladdin advertisements in the leading publications, they quite naturally decide to try a cake.

Every Aladdin sale is the forerunner of many more Aladdin sales. The only part you play in the transaction is to ring up the cash as you take it in. Order one gross of Aladdin Dye Soap—now—and get this handsome Revolving Display Stand free. Set it on your counter, and note the rapid turnover of Aladdin Dye Soap.

CHANNELL CHEMICAL CO.,
LIMITED

Distributors **TORONTO**

CANADIAN GROCER, published every Friday. Yearly subscription price, $1.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.

Fall Stimulates the Sale of *Borden's* Milk Products







While Borden Milk Products are steady-selling "year round" staples there are times when Borden Sales are given an added impetus. And one of these times is during Fall and Winter.

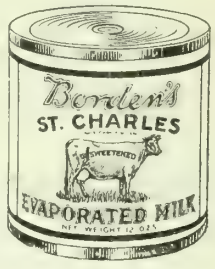
Fall ushers in the Social Season in which your customers will do more baking and candy making. If you induce them to try their favorite recipes the **St. Charles Way,** the improved rich, creamy flavor produced will make bigger business for you in the future. Then **Borden's Reindeer Coffee and Cocoa,** with their deliciousness and handiness, are such a help to the hostess that it takes little selling effort to sell her a half-dozen tins at a time.

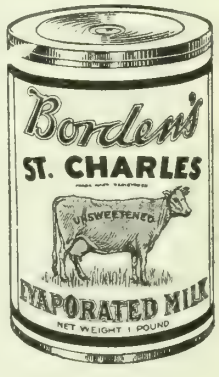
Get after this big Fall demand, display your **Borden Products** and watch your profits increase.

Write for free recipe booklets and display cards.

The Borden Co., Limited
Montreal







Borden's Products—
Eagle Brand Milk
St. Charles Milk



Reindeer Coffee
Reindeer Cocoa
Malted Milk

Borden's ST. CHARLES Brand Milk
"With the Cream Left in"

WHITE SWAN Peanut Butter



We take pleasure in offering the trade this wholesome, delicious PEANUT BUTTER, made in the incomparable White Swan way, from specially roasted, large, meaty peanuts.

Its rich flavor and even texture, and above all, its velvety smoothness, is sure to please your customers, and *White Swan Peanut Butter* is bound to be a winner. *"As smooth as a kitten's wrist."*

Ask the "White Swan" salesman for quotations, and try a sample order.

White Swan Spices and Cereals, Limited
TORONTO, CANADA

Do You Want Trade in the United Kingdom?

We want to secure the sole selling agency in England, Scotland, Ireland and Wales for a Canadian packer of good standing putting out an article of food that sells freely all the year round.

We are a long established public Company with the authorized capital of one and a half million pounds sterling. We manufacture an article of food which is stocked by every grocer, wholesale and retail, throughout the country.

Our selling organization is most efficient. Our travellers call regularly upon the grocery trade but they carry our line only. They could easily carry two more lines.

Write confidentially in the first instance to Box 400

THE CANADIAN GROCER
143-153 University Ave., Toronto



Vin Tonic

Sanator

a genuine Tonic for

Invalids

Known the World over

Send your orders direct to

Nap. Morrissette
18 Cartier Square
MONTREAL

CLARK'S
PREPARED FOODS

Corned Beef, Roast Beef, Beef Steak and Onions, Canadian Boiled Dinner, English Brawn, Boneless Pigs' Feet, Irish Stew, Cambridge Sausage, Ox Tongues, Lunch Tongues, Soups, Sliced Smoked Beef, Tongue, Ham and Veal, Potted Meats, Peanut Butter, Tomato Ketchup, Spaghetti with Tomato Sauce and Cheese.

CLARK'S PORK & BEANS
and OTHER GOOD THINGS



Every one a
FAVORITE
and every one a
SELLER



MADE IN CANADA BY CANADIANS

W. CLARK, LIMITED, MONTREAL

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

Sales Office
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

Sales Office
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna



Quality Seeds Perfectly Blended

There's health and song for the cage bird in every packet of Spratt's Mixed Bird Seeds. Their many points of excellence mean a steadily increasing trade for the store that stocks them.

SPRATT'S
MIXED
BIRD SEEDS

Sold only in 17-oz. Packets

Supplies may be obtained promptly from
F. W. KENDRICK & CO., 31 Carter Cotton Buildings, Vancouver
and
HUGHES & CO., 109 Place d'Youville, Montreal

Spratt's Patent Limited, 24-5 Fenchurch St.
LONDON, E.C. 3, ENGLAND

N. B.
Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

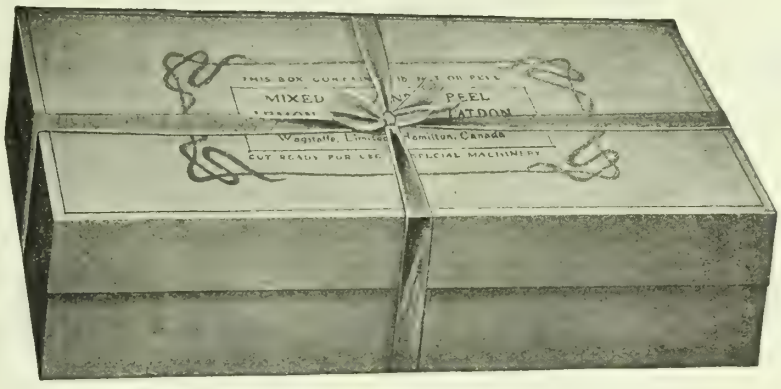
WALTER WOODS & CO.
HAMILTON AND WINNIPEG

WAGSTAFFE'S

Candied Peels

(Lemon, Orange, and Citron)

Now Ready for Delivery



They are equal to the best British make, are far superior in flavor and color to Imported American Peels. Mr. Retailer, insist on getting WAGSTAFFE'S PEELS, they are CANADIAN—no better made.

Order From Your Wholesale Grocer

WAGSTAFFE, LIMITED

PURE FOOD PRESERVERS

HAMILTON - CANADA

THE WANT AD

will supply your **wants.** The world is full of **wants;** the **want** ad introduces the man who **wants** to Buy to the man who **wants** to Sell. Many of our subscribers **want** to add to their sales force; many of the clerks **want** to make new business connections.

Agents **want** to buy or sell something they **want** or do not **want.**

CANADIAN GROCER

wants to introduce you to the man who *wants* what you *want* to sell him. See the *want* ad. section on last page of this number. The rate for this service is very reasonable—Three cents per word for first insertion, two cents per word for each subsequent insertion and five cents extra per insertion for box number.

IT PAYS TO ADVERTISE

CANADIAN GROCER

153 UNIVERSITY AVENUE, - - - TORONTO, ONTARIO

Your Customers

should have a fair chance to secure one of these valuable prizes.

ARE YOU

giving them that chance by stocking the goods, carrying a supply of the explanatory leaflets and Competition blanks?

There is still time to get them busy—

Start to-day

Would You Like To Have

A Sellers Kitchen Cabinet

Or a Double Fireless Cooker, or a Cabinet Baking Table, or their equivalent in Cash?

TECO COMPANY, Limited

Manufacturers of

Teco Pancake Flour

Will give one each of these articles and 27 others as prizes for

New Recipes

For making Gems, Muffins, Cookies or any other appetizing delicacy, other than Pancakes, made from

TECO
SELF-RISING
PANCAKE FLOUR



Teco Pancakes are in a class by themselves.

The very first taste will tell you why.

The Buttermilk Does it

(IT'S IN THE FLOUR)

Mixed with a portion of any other Standard Flour.

Recipes must be in our office on or before November 30th, 1920.

Ask your Grocer for coupon and full particulars, or write direct to

TECO COMPANY, Limited
BELLEVILLE, - ONTARIO

Your Wholesale Grocer will give you full information or write direct to

TECO COMPANY, Limited
BELLEVILLE, - ONTARIO

BUYING THE SEEN AND THE UNSEEN

It is easy to judge the size and quality of a visible commodity. There are certain recognized standards that have been universally accepted to which purchased articles may be compared.

With invisible commodities, such as a publication's circulation, the matter is not so simple. It is only recently that a definite measurement has been obtained.

The Audit Bureau of Circulations now furnishes a recognized standard by which circulation may be measured. A publication's distribution can now be as accurately gauged as any other purchased commodity.

Canadian Grocer's circulation is measured by the A. B. C. In buying advertising space in its columns, you receive dollar-for-dollar value.

CANADIAN GROCER

VANCOUVER WINNIPEG TORONTO MONTREAL
NEW YORK BOSTON CHICAGO
LONDON, ENG.



More for the Money

It is not surprising that retailers push MACDONALD'S, as—

They cannot sell their customers any other tobacco that compares in either quality or value.

They make an extra profit of from 60 to 80 cents on the over-run from each 10-pound caddy—besides the regular margin of from 2 to 21 cents per plug.

These two features alone make Macdonald's an exceptionally fine selling proposition; and when you consider that more men use Macdonald's than any other tobacco in Canada, that the tobacco sells itself, and the demand is rapidly increasing, you can readily understand why it pays to push it.

The Tobacco with a heart

MACDONALD'S

The Way to Profit

Sell Sun-Maid Raisins

The nationally-advertised brand

Sun-Maid advertising tells 38,000,000 housewives to use Sun-Maid Raisins for genuine satisfaction. Made from California's sweet grapes, packed in sanitary plants, shipped in clean package from grower to you. Millions depend on Sun-Maid for quality.

Order from your jobber at once. Get sure delivery.

Three Varieties:

Sun-Maid Seeded
(seeds removed)

Sun-Maid Seedless
(grown without seeds)

Sun-Maid Clusters
(on the stem)



California Associated Raisin Co.
Membership 10,000 Growers
Fresno, California

Growers and shippers of America's only all-year nationally-advertised brand of raisins.

Eureka Refrigeration Equipment



This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

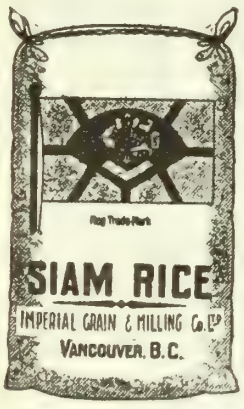
Our service department is at your disposal.

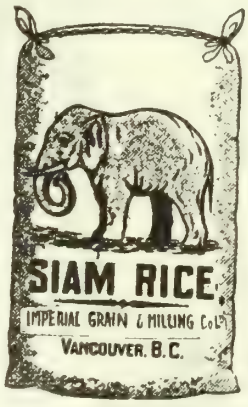
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Head Office and Factories:
OWEN SOUND, ONTARIO

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

A Reputable Packer's name on a label is your best guarantee of Uniform Excellence.



The name of Wallace is guarantee enough for those who know.

KILTIE — QUALITY PINK —

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Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

B. M. Henderson Brokerage, Ltd.
209 Empire Block, Corner Jasper Ave. and 101st Street, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

JOHNSON LIEBER MERCANTILE COMPANY of Canada, Ltd.
Brokers and Manufacturers' Agents
Established thirty years, maintaining offices in principal cities of Pacific northwest.
Our organization offers manufacturers every facility necessary to successful marketing of their product.
Calling upon Grocers, Confectioners, Hardware, Stationers and Ship Chandlery.
850 Hastings St. West, VANCOUVER, B.C.

JOHN PRITTY, LIMITED
Merchandise Broker and Manfrs.' Agent
HEAD OFFICE: REGINA, SASK.
Carlots Oyster Shells, Coarse and Fine Grit, Potatoes, Eggs, Poultry, Rice, Beans, etc., etc.
PRITTY gives you every protection. A LIVE, ENERGETIC WESTERN FIRM.

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

Donaldson Phillips Agencies
Limited
Grocery and Produce Brokers
Egg Cases and Butter Boxes
124 Pacific Bldg. - Vancouver, B.C.



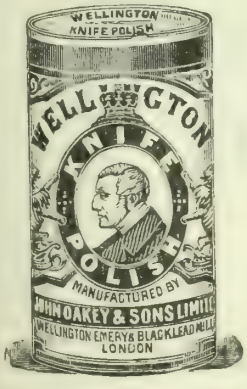
EVERY MORSEL EDIBLE AND DELICIOUS

Albatross Pilchards, having well earned an enviable reputation for particular delicacy, are *NEVER SOLD UNLABELLED*, nor ever labelled other than

ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec :—Alfred Powis & Son, Hamilton, Ontario
Manitoba and Saskatchewan:—H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia :—Mason & Hickey
J. L. Beckwith, Victoria, B. C.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East. Winnipeg
Sankey & Mason, 839 Beatty Street Vancouver.



The **CROWN** *Trade-Mark*

on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Special all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
Regina, Saskatoon, Calgary, Edmonton

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

When writing to Advertisers kindly mention this paper.

IN WRITING ADVERTISERS, PLEASE MENTION THIS PAPER.

Manufacturers and Shippers!

We offer the facilities of an efficient and energetic "chain" organization, long established, with financial stability and the necessary experience and knowledge, to place your goods successfully on the Western Market.

Let us show you.

Donald H. Bain Company

Wholesale Grocery Commission Agents

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

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WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED



The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

LET CANADIAN GROCER Sell It For You

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**



Arnett Silent Salesmen

are built to accommodate effective displays. Walk into an Arnettized Store and see how your attention is attracted by the appearance of the Silent Salesman. Let our experts arrange your store for more sales. Our illustrated catalog will show you the range of styles.

Thomas Lewis Arnett
Souris, Man.

When Answering Advertisements Kindly Mention this Paper

YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

J. K. McLAUCHLAN
Manufacturers' Agent and Grocery Broker
(Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
"We cover Ontario with Grocers' Specialties and Confections."

NEWTON A. HILL
Grocery Broker and Manufacturers' Agent
56 Front St. E. Toronto

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents aud Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

H. C. BRENNAN
Manufacturers Agent and Grocery Broker
Representing J. H. Wethey Ltd.
Galanopulos & Macris, Patras, Greece.
Kearney Bros. Ltd.
Open to represent other Manufacturers of high class foodstuffs.
Booth Bldg. OTTAWA, CANADA

John J. O'Donnell Co.
Commission Brokers
Manufacturers' Agents
Representing J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited., Vancouver; Harry Hall & Co., Vancouver, and others. Correspondence solicited.
Heintzman Bldg., Windsor, Ont.

For the distribution of your products in Kingston and district, correspond with
T. ASHMORE KIDD
Broker and Distributor
KINGSTON - ONTARIO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

OCEAN BLUE

In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from Your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

AGENCIES WANTED
For all lines of food products for Montreal and Quebec. Best references.
H. WHISSELL
639 St. Hubert St., Montreal

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

Belgo-Canadian Trading Co. Regd.
Import and Export
General Distributors
Importers of BELL RICE, Dutch Cocoa and West Indian Products
103 St. Francois Xavier St MONTREAL

PEAS WANTED
Good boiling peas, either carloads or less. Send samples advising quantity you have and price wanted.
Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing :
The Dominion Molasses Co., Ltd., Halifax, N.S
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

SHEPHERD-MOTT COMPANY
Manufacturers' Agents
Grocers' and Confectioners' Specialties
73 Ottawa Street - Montreal

K. Smith
Broker and Commission Merchant
1696A Hutchison St.
MONTREAL

Say you saw it in Canadian Grocer, it will identify you.

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311
Residence 6383
80 ST. PETER ST.
QUEBEC

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

Waste Paper—

VERY HIGH PRICES NOW.

"CLIMAX" Steel BALERS

TURNS WASTE INTO PROFIT.

3,000 satisfied users.

Made in 12 sizes—a size to suit every business.



A Boy can operate it.

Write for catalog and prices :
Climax Baler Co., Hamilton, Ont.

When Writing to Advertisers Kindly Mention this Paper

ROYAL ACADIA SUGAR

ALL EYES ARE FOCUSED ON THE SUGAR MARKET

AND

ACADIA PROTECTS THE GROCER AGAINST ANY LOSS

by setting the fair price and insuring a fair margin of profit to the trade.

Our spectacular advertising campaign is a big asset to your business. Are you cashing in by ordering your stocks?

Montreal
Established

ACADIA SUGAR REFINING COMPANY LIMITED

Halifax
1878

100% MEMBERSHIP

On Wednesday, Oct. 20, the Association of Canadian Advertisers endorsed the statement of W. G. Stewart of Goodyear Tire and Rubber Company that all trade newspapers should be required to furnish audited statement of circulation.

We're with you, Mr. Stewart. Every publication issued by MacLean Publishing Company is a member of Audit Bureau of Circulations.

Advertisers who are members of A. C. A. and those who are not would be acting in their own interests and in the interests of Canadian publishers by insisting that every publication in which their advertisements appear should come out into the open and furnish a statement of circulation certified by some independent organization such as A. B. C.

The following MacLean publications will gladly send A. B. C. statement of circulation on request:

TRADE NEWSPAPERS

HARDWARE AND METAL
DRUGGISTS' WEEKLY
CANADIAN GROCER
SANITARY ENGINEER
DRY GOODS REVIEW
MEN'S WEAR REVIEW
BOOKSELLER AND STATIONER
CANADIAN MOTOR, TRACTOR AND IMPLEMENT TRADE JOURNAL

MAGAZINES

MACLEAN'S MAGAZINE
FARMERS' MAGAZINE

TECHNICAL NEWSPAPERS

POWER HOUSE
CANADIAN MACHINERY
CANADIAN FOUNDRYMAN
MARINE ENGINEERING
PRINTER AND PUBLISHER

COMMERCIAL NEWSPAPER

THE FINANCIAL POST

TRUE ECONOMY

People are getting back to more economical ways. When you hear a customer ask for something "cheaper" it is sometimes a good answer to show something a little *better*. True econony and mere "cheapness" are not the same.

Red Rose Tea is economical because of its extra strength and quality. It makes more tea.



T. H. ESTABROOKS CO., LIMITED

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton

Grocers' Ads. That Pull

Mr. Grocer, are you satisfied with the percentage of customers who visit your store as a result of your advertisement in the daily or weekly newspaper? Would you like some new, practical ideas to help you get more people into your store?

Perhaps you can present your goods to the public through the newspaper in a more effective style that will get you ten, twenty, or a hundred more customers, by using the best ideas of successful grocers.

We read all newspapers published in Canada as a business and can collect for you the cleverest and most striking ads.—those with new selling points and new ideas—and send them to you. A scrap book with 50 or 100 of these advertisements kept for reference would be of real practical use to you. The price is 5c a clipping for collections of 50 or over.

CANADIAN
PRESS CLIPPING SERVICE
143-153 UNIVERSITY AVENUE
TORONTO



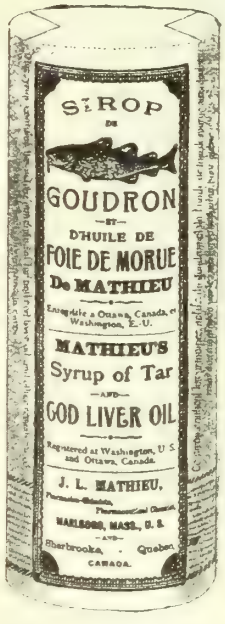
There is Real Satisfaction in Selling the Best Products

Colman's D.S.F. Mustard
Keen's D.S.F. Mustard
are the best the world can produce.



Your customers all want these brands.
See that your wholesaler keeps you well supplied.

Canadian Agents:
Magor, Son & Co., Limited, Montreal and Toronto



Mathieu's Syrup of Tar and Cod Liver Oil — a splendid body builder.

Protect Your Customers from a Return of "Influenza" by recommending

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

The season for Colds, La Grippe and Influenza is here again and your customers will be looking for a reliable cough remedy that can be depended upon. Why not offer them Mathieu's Syrup of Tar and Cod Liver Oil, the nationally known cough remedy that has won confidence and praise wherever it has been sold? This **Mathieu remedy** possesses no injurious or habit-forming drugs and its profit margin is excellent.

Try a sample order.

J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

CANADIAN GROCER

VOL. XXXIV TORONTO, NOVEMBER 12, 1920 No. 46

Present Situation in the Sugar Market One of Demoralization

Lists of Prices Quoted by Refiners Apparently Do Not Matter, Since None Are Maintaining Them—Sell at Such Prices as Can Be Obtained—Retailers Keep Close Watch on Market and Buy Only in Small Quantities

MONTREAL, Nov. 10 (Special).—Following reductions in sugar prices by refiners further cuts by wholesale dealers have resulted during the last week. During the latter part of last week demoralization reigned supreme in the sugar market, and none, refiner or wholesaler, knew just what was going on. While the refiners were quoting sugar at 16½ cents per pound several leading Montreal wholesalers, such as Hudon, Hebert & Company, were selling it at 14 cents, with a probability of further reductions, while later in the day one of the refiners altered their quotations to 15½ cents. It was stated by the wholesalers that the list of prices quoted by refiners did not matter, since none were maintaining them, but were selling anywhere at such prices as they could get, while a number of wholesalers were doing the same. Charles P. Macklier, proprietor of the Italian warehouse, Union Avenue, said that he was retailing granulated sugar at 18 cents, exactly what it cost him, buying it from American dealers.

Selling Where They Can

One wholesaler said that, following repeated drops in the raw sugar market at New York with the persistent course of the Dominion Sugar Refinery in underselling the Eastern firms, the four big Montreal manufacturers have broken away from all agreements as to stabilization of prices and were selling where and how they could.

Immediately following this the big wholesale firms, who in the past have stood fairly well together for the regularization of sugar prices, abandoned their policy to base selling prices on refiners' list prices and started cutting, each on his own account, with the result that prices became an unknown quantity.

"Granulated sugar has simply developed into a free-for-all," remarked a leading wholesaler in Montreal during the upheaval of the market. "The refiners have still their list prices but have not stuck to them and their prices have been entirely discarded by the wholesalers, each firm now selling its sugar at its own prices literally regardless of cost."

The demoralization of the market started shortly after noon on Thursday last and from that time on every wholesaler was on the watch for market conditions, altering prices at will and selling wherever he could. For a time the price ran around 15 cents, then one big wholesaler reduced it to 14 cents net delivered to retailers here. It could not be discovered whether any others had followed this example, but there was every indication that the wholesalers as well as the refiners were keeping close tab on what each was doing and that as one dropped the price the other did the same.

Further than that, it was stated by some of the biggest wholesalers that they look for a further decrease in the price in days following this initial break-up of the market. Although this is only the opinion of wholesalers, the market is in such a chaotic state that no one of them could predict from hour to hour what was going to happen. It was further stated that with the price quoted by the refiners at 16½ cents, less 5 per cent., making a net price to the wholesalers of 15.67 cents per pound, the wholesalers were either losing money in the scramble to unload or else had bought from the refiners well under their list prices.

Dominion Leads the Way

The Dominion Sugar Refinery of Chatham and Wallaceburg, Ont., which handles beet sugar made from Ontario grown beets as well as cane sugar, quoted standard granulated at 14½ cents, or 2 cents lower than the list prices of the other refineries, and it is considered that this stand by the Dominion led to the demoralization of the market. It was announced independently by the Atlantic Sugar Refinery that they had reduced their price of granulated to 15½ cents. Wholesalers said that in this case not even the new price given them was assisting in locating a market for sugar. The refiners issued a price list but have been selling for whatever they could get within reasonable distance of that figure, and they did not think it could be expected that the wholesalers would abide by this agreement to stick by list prices.

"The whole situation," said Z. Hebert, president of Hudon, Hebert & Company, "is that now all the big refiners are competing amongst themselves, and conditions have turned out to be such that following this all the big wholesalers are competing amongst themselves, with the inevitable result that this competition will undoubtedly bring about lower prices. That is the whole situation in a nutshell."

Retailers Keep Close Watch

It was intimated by another Montreal wholesaler that perhaps the demoralization of the sugar market beginning last week was due at least to some extent to the fact that the sugar refiners themselves had not been able to agree, and, following this, the wholesalers had also broken away from all generally accepted terms. As for the retailer, it is evident that few are taking any chances on the market, buying not more than a dozen bags at a time. Some Montreal grocers, however, seem to be keeping very close tab on the market, for a few hours after the break in the sugar market began one Montreal grocer had a sign in his window quoting sugar at 16 cents per pound.

At time of writing it is impossible to make any definite quotations on granulated sugar. It is stated that sugar was quoted as low as 13½ cents a pound at one time last week. Early this week the Acadia Sugar Refinery put forward a quotation to the trade at a price below quotations made by other refiners.

This campaign is on a unique scale. Just what the results of it will be it is hard to state, but it is practically sure that it will mean lower prices on sugar throughout the trade. The idea is to quote prices to the consumer. The consumer is to be told what is a fair price for sugar and the refiners are allowing the wholesalers and retailers what they consider a fair margin. On Monday of this week the sugar refiners met the wholesalers at the Board of Trade Building in Montreal and discussed in private the condition of the market, which is so upset that no one dealing in sugar knows just exactly what the other is doing.

Carrying Only Small Stocks

It appears that the retailer alone is unaffected by these changes as in nearly every case merchants are carrying only sufficient stock to do them from day to day. If this is not the case the retailer is certainly left in a precarious condition, since quotations are changing so rapidly. In fact during one day last week sugar quotations changed three or four times in a few hours.

Despite these changes and the continually lowering prices of sugar there are many in Montreal who claim that before the month of December is through there will be a reaction in the sugar market and prices will begin to firm again. It is rather difficult to believe this just at present since the refiners themselves seem so anxious to unload as quickly as possible. One refiner said to Canadian Grocer: "It is only a matter of relieving the strain on the market caused by a general refusal on the part of the public to buy any more sugar than is absolutely necessary. Just as soon as the public begin again to buy sugar as they used to buy it will the market come back to normal; maybe not with higher prices but steady prices."

Slashing of Sugar Prices is Still in Progress

Montreal Wholesaler Leads in Reductions and Declares That the End is Not Yet—American Sugars Appear to Have Been Eliminated from the Canadian Market.

MONTREAL, Nov. 11 (Special).—The veritable sugar war continues with even lower prices on sugar quoted. The wholesale grocery of Hudon, Hebert & Company have entered wholeheartedly into this battle and are doing considerable to reduce prices. With the wholesalers there is the same lack of knowledge as to how this war started as there is among the refiners. But some wholesalers started cutting prices last week and the rest have followed. Then Hudon, Hebert & Company, one of the biggest sugar wholesalers, jumped into the game and last Friday slashed their selling prices clear to 14 cents delivered. On Saturday other wholesalers had met this cut and as soon as Hudon, Hebert & Company learned of this they promptly reduced their figure to 13½ cents and on Monday it fell to 13 cents.

Other wholesalers followed, and there was considerable confusion in the general tumble of prices. Some had met the price cut to 13½ cents on Saturday. Others were selling at 14 cents, while still others were selling at prices between the two and a trifle higher.

In the meantime, the Dominion Sugar Company, which apparently precipitated the general upheaval by selling 1 cent or more below the quotations of the "big four," was on Monday quoting 13½ cents less the usual 5 per cent. discount to the wholesalers and no further quotations have been made by them.

On the Offensive

A Canadian Grocer representative in Montreal approached Mr. Zephirin Hebert, president of Hudon, Hebert & Company, in this connection. "We are at war. Everybody in the business is at war," said Mr. Hebert. "I am fighting like the rest and when I fight I know the only way to go to war is to take the offensive and keep it. I cut my price for sugar to 13½ cents. I heard some of my competitors were meeting my price and today at noon I made a further cut to a flat rate of 13 cents." Mr. Hebert at that time referred to Monday, November 8th, when the price dropped a further half cent. "At that figure I am selling Canada, St. Lawrence, Atlantic and Acadia granulated," continued Mr. Hebert, "and I am watching what the rest are doing because the wholesalers, just the same as the retailers, are at war. What the other wholesalers intend doing I do not know, but I am going to win out in this war, not particularly against my confreres in the business, but when I go to war it must be a fight to a finish."

Eliminates American Sugar

The attitude of the wholesalers in this city is that they must take the sugar business even though it means a loss on the stock handled. It is significant that at last American sugar has been absolutely eliminated from this market. New York is selling at 10½ cents for its lowest figure and this cannot be possibly brought into Canada to compete with the present price.

How Long Will It Last?

The big question at the present time in the sugar market is just how long it will last. One of the dealers in this city stated to-day that this warfare was not resulting in any additional confidence in the sugar market on the part of the consumer. Both the consumer and the retailer are afraid to buy, fearing that the market will continue to drop. They are not considering that this is not a market break up, but simply a reduction in prices due to keen competition for what little business there is.

Package Tea Firms Reduce Some Prices

Brown Label Salada Down 15 Cents—Crimson Label Red Rose Reduced by 10 Cents and Blue Ribbon Blend by 12 Cents—Lanka Reduced 17 Cents

The Salada Tea Co. announced on Monday a cut of 15c a pound in the price of their Brown Label Tea. This means that where the retailer formerly sold this blend at 70c a pound, he now sells it at 55c a pound. The new prices to the trade are 45c a pound for one-pound packets, and 46c for halves. The retailer sells the half-pound packets for 28c. No change has been made in prices of blue, red or gold label blends.

The T. H. Estabrooks Co., Limited, St. John and Toronto, announce a reduction of 10c per lb. on their Crimson Label. This now sells to the trade at 50c for pound packages, and 51c for halves.

The Blue Ribbon Tea Co., Toronto, have lowered the price of their blend from 60c to 48c to the trade. This company sells only the one blend in Ontario.

Lanka tea, which has been costing the trade 62 and 63 cents per pound is reduced 17c, making the price to the retailer 45c for pounds, and 46c for halves. Lanka tea will sell to the consumer at 55c per pound.

The trade will notice that in connection with Salada and Red Rose, the price is not reduced on the three highest quality blends, but only on the lowest one in each case. As has been pointed out in Canadian Grocer recently, prices in the East and in London on the lower grade teas have been easing off for some time. On the other hand, prices on the best grades have been firm. The reason is that tea plantations in the East have been stripping the bushes in order to get a high price while it is going, and this meant the placing on the market of large quantities of the lower grades, and at same time causing a shortage of the finest grades. Local tea men do not see at present any prospect of lower prices on the high-grade teas.

Reports of Potato Crop in Canada Fall Short of First Estimates

No Indication of Shortage However is Apparent, as, With the Exception of Manitoba, All Provinces Hold Well Up to Normal — United States Crop is Larger by Many Million Bushels Than It Has Been for the Past Five Years.

REPORTS of the potato crop throughout Canada indicate a decrease in the former estimates. This, however, does not indicate that there will be a shortage, as the yield, with the exception of Manitoba, still holds well up to normal. The United States crop is larger by many million bushels than it has been for the past five years. This indicates that the country to the south will not be looking to Canada for supplies to any great extent as was the case last spring and which had the effect of boosting prices in Canada sky high.

British Columbia Markets Higher

"The potato crop in British Columbia is not turning out as large as at first estimated, and owing to the continued wet weather the farmers are having considerable difficulty in harvesting the crop," says a report from Canadian Grocer's representative in Vancouver. "Moreover, the long hot, dry spell caused the tops to dry off and now the unusual wet weather is causing sprouting. It is said that a portion of the crop will not be stored. The market has become considerably firmer, with prices up $10 per ton. Tubers are now being quoted at $45 per ton. The United States is not expected to be in this market like last year. In fact, last month 200 cars arrived here from Washington."

Manitoba Crop Short

Manitoba's potato yield is 35 per cent. below the average of the past ten years, showing less than 100 bushels to the acre, as against 150 which is considered a normal yield, according to a report issued by the Department of Agriculture. The report says in part "It may be noted that in the Winnipeg district, which grows potatoes on a larger scale, than anywhere else, the yields are quite low. This decreased yield per acre combined with a reduced acreage planted in the province last spring, the acreage reduction being due to the lateness of the spring, the scarcity of seed potatoes, and the shortage of farm help. This summer the department received reports direct from 16,738 farmers, and these showed a total area of 10,668 acres of potatoes planted by them, or an average of .63 acre apiece. Last year the average return made in the same way was .74 acre apiece per farmer. The official estimate as to acreage in the province last year, however, was 42,000 acres as against 37,000 this year."

A report from Canadian Grocer's representative in Winnipeg states that owing to the scarcity of local potatoes, supplies are being brought in from Alberta, Saskatchewan and Minnesota to meet local consumption. These potatoes are quoted at $1.75 per bushel, and it is anticipated that higher prices will prevail in the near future.

Toronto Prices Advance

Potato values on the Toronto market during the week have shown sharp advances. A week ago prices were around $1.65 per bag, but quotations, as Canadian Grocer goes to press, are averaging $2.50 per bag, and in some quarters as high as $2.75. Produce men claim they have had to raise prices at country points gradually all week in order to obtain supplies. There seems to be no real shortage of tubers in this district, but farmers are said to be storing their crops in larger quantities than usual, apparently having in mind the extremely high prices of last spring and awaiting more favorable market conditions.

"There are plenty of potatoes in the country," stated E. J. Ryan, potato merchant, Toronto, to Canadian Grocer. "On account of the rain during last week, potato buyers in the country had difficulty in picking up supplies and had to offer higher prices to get farmers to load cars, and as there was a shortage here the prices were advanced. I firmly believe that these higher prices will not be maintained, and before many weeks prices will come down."

A. A. McKinnon, another potato merchant interviewed, stated that in his opinion the market would hold around present prices, and that he was not expecting any lower quotations. Other dealers were of the same opinion, while there were others, again, who stated that prices would recede, in view of the large crop, and the fact that the United States would not be buyers in the Canadian market to any great extent.

While the future trend of prices on the Toronto market is uncertain, the market at the moment is exceedingly firm.

Ontario Crop Holds Up Well

The reports of crop estimates throughout Ontario are holding well to the average of 200 bushels per acre, and the quality generally equal if not better than last year. In some districts there is considerable rot reported, especially from the Humber Bay districts which reports a 15 to 20 per cent. rot. From Cataraqui comes a report that the early varieties will show a 25 per cent. rot and the later varieties will average 10 per cent. Taken on the whole, Ontario will have a splendid potato crop well above the average of last year.

Quebec Crop Larger But Shows Rot

Generally speaking, the crop in the province of Quebec will run about 25 per cent. greater than 1919 although rot is appearing in some districts, and it is said that keeping qualities are somewhat doubtful. Around the Bonaventure district the rot is quite apparent, and it is estimated that approximately 30 per cent. of the crop show indications of rot but on the whole the crop will show an increase of 15 per cent. above last year, and the average yield per acre is forecast at 240 bushels. Other districts in Quebec also show a certain amount of rot but the yield on the whole is far in excess of last season.

"The potato market has shown considerable strength during the week," says Canadian Grocer's representative in Montreal. "There is a good supply of potatoes, but it is reported that there is so much scab and rot that it is feared the supply will not last."

New Brunswick Crop Good

Canadian Grocer's representative in St. John, N.B., says: "Expectations of dealers in this city are to the effect that there will be nothing higher than a five-dollar potato here this winter. That is expected now to be the maximum price, and it is thought that the winter will be quite well advanced before it is reached. In fact some dealers said today that they had had opportunities to contract for their supply throughout the winter at a considerably less rate. The crop has been very plentiful in New Brunswick this year and the quality has been of a satisfactory standard as well. Many farmers are still holding back the larger portion of their stock for better prices but it is thought that they will be disappointed. With potatoes as with many other staples in these parts, people are holding off and not buying until they think they are getting as near to rock bottom as possible.

"In carload lots now, orders are being taken at from $3 to $3.50 a barrell. There does not seem to be a very large quantity being shipped outside the province in comparison with other years. This price is expected to hold for another while, perhaps until navigation of the St. John river closes, which will be in perhaps two weeks' time. Large supplies of potatoes are being received on the river boats at St. John at present. It is possible to buy at retail at $3.50 to

$4, but householders are not purchasing in their usual orders for the winter.

"Regarding the possible effect of the Republican victory in the States, dealers in these parts are not much concerned as to the potato situation. They feel that the States will do just what satisfies their own best endsregardless of Canadian interests—if their crop is large, and reports are much to this effect, the likelihood is an agitation to bar the Canadian spud, and if their supply is limited the Canadian article will no doubt be very welcome."

Glass Container Situation Improving

Domestic Business is Active and Most Plants Are Being Worked to Capacity—High Prices Will Likely Continue, Says Representative of Dominion Glass Company, Montreal

MONTREAL.—In discussing the glass container situation with Geo. W. Robertson, of the sales department of the Dominion Glass Co., Ltd., Montreal, Canadian Grocer was informed that the matter of delivery will gradually improve from now on.

"Export orders on hand have been subject to both temporary and permanent cancellation instructions. This we expect is only a passing phase. Local and domestic business is active and various plants are being worked to capacity. The aftermath of war conditions is still evidenced in delayed machinery delivery. The lack of sand almost hung up our operations in the Eastern plant," said Mr. Robertson.

Increased Costs

"The cost of sand has naturally advanced greatly even though this is represented solely by labor and freight. We have been compelled to pay as high as $17 a ton for coal, laid down, and as it takes a ton of coal to melt a ton of glass the cost inference is clear.

"In turning out an enormous tonnage of glass this means an extensive consumption of coal. Fuel oil has been a cent or two cheaper lately.

"Labor is uncertain in some factories owing to the type employed, but this is expected to be normal as the weather presents more clearly the desirability of indoor employment.

"There was a shortage of preserving jars in the late spring and summer, but the fault rested with the trade. Evidently restrained by the high cost of sugar, they failed to cover the prospective demand. We made 11 per cent. more jars this year than last, and at that 1919 was a banner year for fruit jars. Unfortunately, when the belated rush did come, our production was given over to other containers, and to switch back to jars meant a loss of perhaps a week's output.

High Prices to Continue

"At all times energies are bent on taking care of domestic trade. The worst has been passed, and normal outside deliveries will soon be reflected.

"Prices are, unfortunately, bound to continue high. A low priced raw material used in large quantities is bound to react only as wages and freight are reduced. These, after all, represent the cause of increased prices. No present indication of reduction in either wages or freight is apparent," concluded Mr. Robertson.

Biscuits Not Likely to Be Lower Before the Beginning of the New Year

Cheaper Grades of Sweet Biscuits Are Lower —High-Class Goods to Remain at Present Prices—Raw Material Now Higher Than When Last Advance Was Made

THE opinion is expressed by biscuit manufacturers that the price of the better grade of biscuits will not be lower for this year at least. They point out that biscuits did not advance in accordance with the increase in the cost of raw material and that no increase was registered on biscuits since April 1st of this year and the peak prices of raw material were not reached until the middle of the summer. The cheaper biscuits, however, have shown a decline during the week of three to four cents per pound.

"The cost of raw material in April was lower than it is today and we have not made an advance since then," stated H. A. Telfer, of the Telfer Biscuit Co., Ltd., Toronto, to Canadian Grocer. "The cheaper grades have come down but the trade and the public need not expect any lower prices on the better class of goods until after the first of the year." Mr. Telfer also pointed out that the Canadian manufacturers have been selling biscuits 20 to 30 per cent. lower than any other country in the world and that the average price in the United States for high-grade biscuits is around 50 cents per pound to the trade against 33 cents per pound in Canada.

"We have not made any change in our prices and do not expect to make any before the new year," remarked H. C. Scully, of Christie, Brown Co., Ltd., Toronto. "This week we have made an adjustment in the price of our chocolate coated biscuits. That is, we have made all chocolate coated buscuits 45 cents per pound instead of ranging from 47 cents to 55 cents per pound. This was done simply because we wanted all biscuits of this nature to cost the retailer one price so that he will be able to sell them at around 60 cents instead of a number of prices on practically the same lines."

"Prices will not be down before the end of the year," stated C. J. Bodley, of C. J. Bodley, Limited, Toronto. "We have not made an advance since the spring, and since then raw material has gone up considerably and is still higher than it was at that time."

SALADA TEA COMPANY PURCHASE TEN-STOREY BUILDING

Montreal Branch Will Have Offices Similar to Those at Boston

The Salada Tea Co., Ltd., in Montreal, under the management of F. T. Shearns, are now arranging their new offices in their building which occupies the block on St. Laurence Boulevard, between Le Royer and St. Jean Baptiste Streets. The main entrance will be on Le Royer Street. This new building, which was built only a few years ago for a storage plant, is ten storeys high and is being remodeled according to the designs of the Boston offices of the company. The general offices will be on the main floor and will be finished throughout in marble. The office furnishings, most of which are being brought from England, will be mahogany. Shower baths are being installed in the basement for the employees. A lunch room is being fitted and off this will be a rest room furnished with leather upholstered chairs and lounges with piano and Victrola for dancing. In connection with the idea of making the surroundings congenial for the staff Mr. Shearns considered it was the secret of co-operation nowadays and of maximum results and efficiency. "It is the apostle of contentment and the enemy of unrest," he said.

The company expect to move into their new offices in February of next year.

AMERICAN CIGAR COMPANY DECLARES HUGE DIVIDEND

New York, November.—The American Cigar Company recently declared a 50 per cent. common stock dividend, payable December 15, to stockholders of record December 1. A special meeting of stockholders will be held November 24 to vote on a plan to increase the authorized common share capital from $10,000,000 to $50,000,000.



The attractive interior view of the store of The International Tea Store, St. Catharines, Ont.

Interior and Window Displays a Feature in This Store

The International Tea Store, St. Catharines, Has Built Up a Big Business on Quality and Service—Unique Window Displays Also Being Business—Refrigerator Silent Salesman Helps Sales of Provisions.

THE store of the International Tea Store, St. Catharines, is one that is worthy of note. The entire store is decorated with white enamel which gives it a bright cheerful appearance and tends to set off to advantage the tastefully arranged displays that are to be seen on every side. At the rear, dividing the store proper from the store room is a trellis arrangement above the shelves, which is decorated with vines and studded with colored electric lights. These lights when turned on in the evening are very striking, blending nicely with the decorations and attracting attention to that part of the store.

It is at this section of the store that the provision department is located. Such articles as butter, eggs, cheese, cooked and cured meats are all sold in this section. A handsome silent salesman refrigerator is used for the purpose of displaying these goods and has been the means of building up a large and regular trade on provisions alone.

"We consider that displays both in the store and the windows are very valuable, because they keep the customers posted on new lines and also standing as a reminder for certain things that otherwise might have been forgotten," stated C. E. Wilson to Canadian Grocer. "A great deal of our increase in business can be traced directly to window display."

Unique Window Display

Recently they put in a window display that was unique and attracted a great deal of attention and comment from people who were passing the store. A floor design was worked out entirely in tea, of the figure of a man angling with a fishing rod and line. The line was directed over the lake which was represented by a circle of tapioca. The show card backing up the display dwelt upon the fact that the store was fishing for the tea trade of its customers.

The sales of tea during the ten days that this display remained in the window showed a satisfactory increase over the preceding periods.

The windows are changed almost every week and displays are never allowed to remain in for longer than ten days at a stretch. By this plan the goods in the window have no chance to get stale, and the display always looks attractive and appetizing.

Where Service Counts

The store is situated a little to one side of the main shopping district and ways had to be devised to get people to become regular customers of the store. The firm decided that the best advertisement would be to give service and sell quality merchandise. This probably took a little longer to bring the volume of turnover to the amount it is to-day, but had the desired effect of building a sound steady clientele, the firm having many customers in distant parts of the city who buy there simply because they appreciate the neat, sanitary condition of the store, the quality of the goods handled and the service rendered.

PLANS FOR THE LARGEST PECAN ORCHARD

Steps are being taken to plant what is said will be the largest orchard of pecan trees in the United States upon a tract of 1,580 acres of land in the Valley of Dove Creek. Preparatory to establishing this orchard the parties interested have been growing in a nursery 2,500 two-year-old trees, all grafted, and about 2,000 native trees of the soft shell variety. Transplanting of these trees will commence early in December and they will between that time and April 1 set out 600. The Knickerbocker section of the State is noted for its pecan production.

Certificated Grocers' Examinations

Questions Asked on Different Subjects in Second Year of Grocers' Course—Groceries, Provisions, Bookkeeping, Law and Methods of Business

THE following are the questions asked on the different subjects in the second year examinations in the course of study prescribed by the Institute of Certified Grocers. The first year examinations were given in a recent issue.

Section A—Grocery

(Of the six questions set in "Grocery" only three may be attempted.)

1. What considerations would guide you in blending teas? Give an illustration.

2. (a) Describe the characteristics of the following raw coffees: Costa Rica, Mysore, Nairobi, Uganda.

(b) What would you look for in the liquors of each?

3. (a) In examining a sample of rice for purchase, name the points you would look for in forming a judgment as to quality.

(b) In buying a fine quality of ground rice, what chief points would you look for?

4. What alterations have resulted from the war in regard to the types and quantities of sugar imported into this country?

5. (a) Whence do we obtain the bulk of canned fruits?

(b) Describe contents—fruit and syrup—of a 2½ can of extra standard apricots and of second standard pears.

6. What is the precise difference between black and white pepper, and how do you account for it? In buying pepper and ground ginger, what precautions should be taken?

Provisions

(Of the five questions set in "Provisions" only three may be attempted, of which No. 7 must be one.)

7. A side of bacon (Wiltshire-cut) weighs 60 lbs. and costs 216s per cwt. Show with a diagram how you would cut it up into 13 pieeces, giving estimated weight and price of each cut, so as to make a profit of 10 per cent. on return.

Or for Scotland.—A side of bacon (Wiltshire-cut) weighs 60 lbs. and costs 216s per cwt. Show how you would slice this up to obtain a profit of 10 per cent. on return, showing price received for approximate weight of shanks, bones and sliced meat; and also loss where any occurs.

8. How is Wiltshire-cut bacon graded for "weight" and "selection"?

9. What are the "points" which should guide you in judging a sample of butter?

10. (a) What is the difference between nut margarine and oleo margarine?

(b) What are the materials used in manufacture of each and from what are they derived?

(c) Which of the two more resembles butter and in what way? Which is the higher in price?

11. (a) Name the best known varieties of British and foreign cheese. Say from what countries outside Britain we receive the largest supplies.

(b) How should cheese be dealt with to keep it in good condition when storing it?

Section B—Bookkeeping

(Of the four questions set in "Bookkeeping" only two may be attempted, of which 12 or 13 must be one.)

12. If you purchase a business, giving £350 for goodwill, £800 for stock, £150 for fixtures, fittings and utensils, and £120 for delivery car, how would you enter these items in your ledger?

13. To which side of the Ledger would you post: Entries from the Goods Bought Book, Empties Returned to Merchants, Discounts Allowed by Merchants, Empties Returned by Customers.

14. On December 1st a grocer opens a new business. On February 28th he took stock, finding it valued at £500. The balances outstanding on his ledger at that date were as follows:

	Dr.	Cr.
Purchases	£1,800	
Returns and Empties		£50
Sales Account		1,540
Allowances to Customers	20	
Wages	100	
Insurances	5	
Sundry Debtors	50	
Sundry Creditors		300
Rent, Rates and Gas	50	
Trade Discounts		20
Petty Cash Expenses	10	
Fixtures, Fittings and Utensils	200	
Cash at Bank	100	
Cash in Hand	20	
Capital Account		540
Drawings	95	
	£2,450	£2,450

From the above draw up a Trading Account, Profit and Loss Account, and Balance Sheet.

15. A grocer purchases goods to the value of £250; he sells them for £300; rent, wages, etc., amount to 14 per cent. of his turnover, what per cent. net profit does he make?

Section C—Law

(Of the four questions set in "Law" only two may be attempted.)

16. State what you would understand by the expressions "Specific performance," "Lien on goods."

17. What articles of food sold by grocers are still controlled?

18. What acts of a creditor will release a guarantor?

19. What must you do to comply with the legal requirements in respect of margarine: (a) when exposing margarine for sale; (b) when handing a parcel of margarine to a customer; (c) when advertising a branded margarine?

Section D—Methods of Business

(Of the four questions set in "Methods of business" only two may be attempted.)

20. What reasons would you give the customer for the preference of a better-class tea over one of an inferior grade.

21. Give details of any one suggested method of decimalizing our present system of coinage, and specify its particular advantages.

22. Describe the advantages from a practical business point of view of studying the trade papers.

23. Give specimens of the wording for two descriptive window-cards for:

(a) A canned salmon window,

(b) An evaporated fruit window,

two for each window.

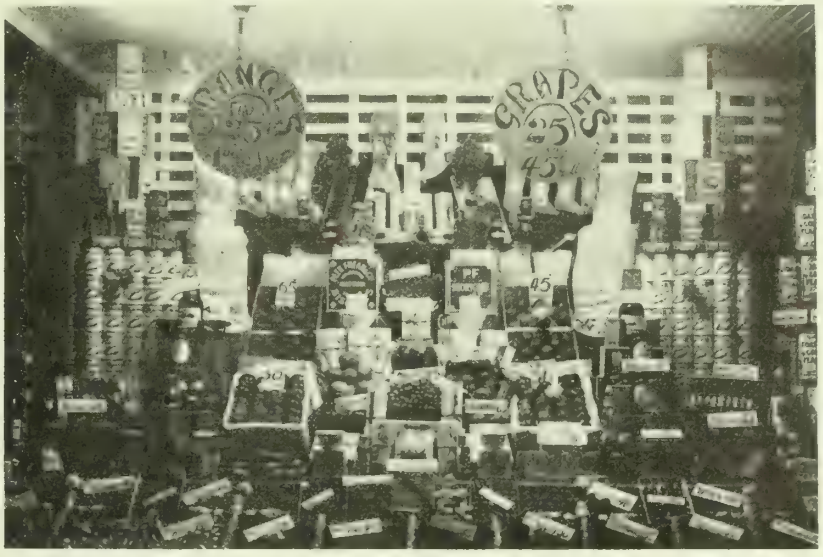
Cocoa in Tins Not Likely to Be Lower

Eating and Cooking Chocolate is Reduced, But High Cost of Tins Tends to Keep Cocoa at Present Levels

SWEET and cooking chocolates have shown declines recently of three to four cents per pound. Chocolate bars of all descriptions are also lower. Manufacturers of cocoa, however, are of the opinion that cocoa in tins will not be any lower until the cost of tin plate is considerably less than it is to-day. There is also the cost of labels and labor for filling that must be taken into consideration. The cost of these have been getting higher, while the cost of raw material has tended easier. "Chocolate for cooking, sweet chocolate and chocolate bars have been reduced lately," stated H. N. Cowan, president of the Cowan Company, Ltd., Toronto, to Canadian Grocer, "but cocoa in tins has not been reduced and is not likely to be, because of the extremely high cost of tins."

Christmas Window Display Brings Extra Business to This Merchant

Preston Grocer Has Good Selling Christmas Window Display—Christmas Lines Especially Featured—Articles Carry Price Cards so That People Need Not Bother to Ask



Christmas window display of Hope Bros., Preston, Ont. Arranged by Claude Walker.

CHRISTMAS window display trimmed by Claude Walker for Hope Brothers, Preston, Ont., a town having a population of 6,000 inhabitants.

This window display carried off the second prize in Class B Canadian Grocer Christmas Window Contest of 1919.

The display is attractively arranged and from a selling standpoint, no doubt, was the means of bringing a great deal of extra business to the store.

Practically all the articles shown are especially adapted for the Christmas season. In the front row next to the glass are to be seen piles of raisins, currants, figs, peels and dates. In the next row back are walnuts, filberts, almonds, Brazils, layer figs and chocolates. Further back, on each end of the display a box of rosy red apples and a case of oranges gives a balance to the window. Between these cases are arranged boxes of chocolates, grapes, cranberries, Christmas puddings and fancy biscuits. On the extreme ends are boxes of Christmas crackers.

A recent letter received from Hope Brothers stated that last year they enjoyed the biggest Christmas business they ever had. A large portion of this extra business they attribute directly to their window displays.



Our Friend, The Store Cat

The third of a series of short stories from the customers' viewpoint written by a customer and based on an actual fact.

WHEN I was in the grocery store one day last week a nice sleek black cat came purring against me; she then took a jump upon the stool by my side. A nice friendly cat that was apparently a favorite with everyone who came into the store. Suddenly the cat took a leap upon the counter and calmly walked over to a piece of cheese that was on a dish on the counter, which no doubt was placed there for sampling. The cat licked the cheese and jumped down to the floor.

I had occasion to go further down the store, and, upon my return, I was just in time to see a customer cutting a piece off the cheese that the cat had previously been sampling and eating, with the clerk standing by telling him something about the quality of the cheese.

Another time I was in this same store; the cat was nicely curled up in a bag of oatmeal that had been left open.

A cat may be necessary around a grocery store to keep away the mice and rats, but I think the cat should be trained to know its place or else it should be kept in the basement where it could do some good instead of snooping around things that humans have to eat.

This store always takes a pride in fixing up their windows. They are always tastefully arranged with something to tempt a person. Last week the weather being cool they fixed up the window with all kinds of breakfast foods. Large trays were lined with white crepe paper and then filled with cereals, oatmeal, cornmeal, cream of wheat, wheat flakes, and packages of different kinds were arranged around. It looked very nice, and Mr. Brown told me on Saturday that they sold more cornmeal that day than they had altogether since last winter. He said he guessed the whole neighborhood would have Johnny cake on Sunday.

On Sunday I was going past the store, and noticing a lot of children and one or two grown-ups looking in the window and laughing, I thought I might have a look and see what the joke was.

What did I see?

Just our old friend puss, scratching around in the trays of breakfast food.

Many By-Products Are Obtained from Peanuts

By S. G. Bendon.

EVERYBODY has heard about and seen the peanut, but very few know the possibilities of the peanut. The following will give readers of Canadian Grocer the definition of what the peanut is.

The peanut unlike other nuts does not grow on trees, but grows in the ground like potatoes. It is taken out of the ground and sent to the cleaners and shellers to be graded, packed in bags and distributed. They are graded as follows:

Peanuts Graded

Peanuts in shell are called jumbos, extra jumbos, fancies, and extra fancies; these names are given according to their sizes. The jumbo is naturally the largest; the extra jumbo is just as large but not so good in quality; then come the fancies and the extra fancies. Amongst the shelled peanuts there are the following grades: Spanish 1s, Spanish 2s, extra large Virginia, No. 1 Virginia, No. 2 Virginia. It can be seen by this that when marketing peanuts, every care is taken that the quality and grade is separated and sold.

Among the latest by-products that it is found can be obtained from the peanut are: Peanut milk—the cream rises exactly the same as cow's milk. It is absolutely impossible to tell the difference in looks, and as far as culinary purposes in general it is as good as cow's milk. In many cases it is better. There are no chemicals used, nothing but water. Then there is the buttermilk—the whey rises exactly as it does in cow's milk, and tastes very much like fresh cow's buttermilk, and is very nutritious. There is also the full cream. This cream could be used in coffee, tea, chocolate, cereals and fruit, and in many other ways, the same as cream from cow's milk. There is, too, a milk especially for ice cream, which is very delicious, smooth and fine grained. It is a fine product and will be much in demand as soon as its merits are known. There is evaporated milk, which acts the same way as the regular evaporated milk. There is also a milk named fancy fruit punch milk. This is fine for making punches and fruit pies. This milk can be used with any acid, as it does not curdle. Another product from the peanut is Worcester sauce, and it has been found out that the peanut makes a splendid base for the making of Worcester sauce, and gives a sauce that is very attractive. We have also peanut coffee and instant coffee. These are just a few of the many things that can be obtained from the peanut. Of course, everybody knows about the oil that is taken from the peanut. It is taken the same way as oil from the corn, and could be used for culinary purposes. It is certainly surprising what a vast number of delicious products can be obtained from the peanut.

Both Fat and Water Solubles

During the war Dr. Collum and others who have been working in connection with Dr. Hirschberg, found out that two distinct principles exist in some foodstuffs and do not exist in others. Dr. Collum fed 60 rats and found that those that fed on corn alone died very fast until he mixed vegetables and other grains in their diet. This was due to what are known as vitamines. There are two kinds of vitamines, water soluble and fat soluble. Corn does not contain either. Peanuts contain both.

Fancy Dyes From Peanuts

No doubt merchants would like to know how many peanuts it would take to make a glass of milk. Professor Carver, who by the way is one who discovered the possibilities of the above mentioned things, stated that 3½ ounces of shelled peanuts will make a pint of very rich milk. That is, it will make milk that is many times richer than cow's milk. It would make a quart of "bule John," as skimmed milk is named in the States. Professer Carver also states that from the process of making this milk there have been discovered some other various interesting by-products. In his speech before the Peanut Association in Montgomery, Alabama, he stated that we can procure fancy dyes from peanuts. He was not advocating the making of dyes from peanuts, except as a means of utilizing a by-product that would otherwise go to waste. Further, the little hull or shell on the outside of the peanut is now being used for making a substance similar to quinine. It is intensely bitter and affords a very interesting question to the medical profession. Then there are a group of leather stains, that run all the way from intense black down to tan and russets. There are wood stains, such as peacock green, mission color and malachite color. These are all basic colors from which many other colors could be made, and all of these are made from the peanut.

The food value of the peanut is very high and contains a high percentage of fats and other essential matters that help to build up the ever used tissues of the body. It is also one of the few foodstuffs which contain what is called the complete proteins, making the peanut a good and nourishing food.

Some New Mail Order Merchandising Methods

Large Chicago Mail Order House Adopts New Methods Which Make Possible Closer Relation to Consumer—Adopting Retail Methods to Compete with Retail Stores—Retailers Have the Advantage If They Make Best Use of Their Opportunity

THAT the old established distribution methods of mail order houses are due for a rearrangement in order to allow them to give greater competition to retail store trade is evidenced in the new methods being adopted by Montgomery Ward & Co., Chicago, which is now adopting a plan to deliver goods "from the store to the door" and an arrangement for lowering transportation costs. It is evident that the mail order houses are having difficulties of their own these days and the methods they adopt to overcome such difficulties are particularly interesting to the retailers, particularly in view of the fact that the mail order houses are introducing a number of the elements of retail store merchandising in an effort to establish closer relationship with their customers. In this field the retail store stands supreme providing the retailer makes the best of his opportunity. An interesting article on this subject in Printers' Ink is as follows:

"For some time it has been a commonly accepted fact that the up-to-date retail store—with the emphasis upon up-to-date—no longer need fear retail mail order competition. Manufacturers and jobbers, working through their service departments, have finally convinced the retailer that the catalogue house is by no means the all-devouring monster that it has been pictured. It has been pointed out, properly enough, that the mail order selling scheme has certain inherent weaknesses which will forever prevent it from cornering the country's retail trade.

"All of this is very good. Nevertheless manufacturers, jobbers and retailers will be making a costly mistake if they think that the mail order houses are not striving mightily all the while to overcome their handicap. They don't expect to run the retailer out of business, of course. But they are fully alive to their deficiencies in the distributing scheme and will leave nothing undone to correct them.

"This is well exemplified in the recent activities of Montgomery Ward & Company. When this concern was taken over by the United Retail Stores Corporation interests, advertising and merchandising experts shook their heads and wondered what the answer could possibly be.

"The answer now is becoming apparent.

"Montgomery Ward & Company are adapting retail store methods. They are getting closer to the people both in advertising and distribution.

"Chicago retailers were surprised a short time ago to hear that Montgomery Ward had opened "The Outlet Store" in a crowded retail district on the northwest side. Through this store the company will sell directly to the public surplus supplies of its regular mail order stocks. Advertisements announcing the opening said that the prices would be considerably below the catalogue quotations. The goods will be sold on the cash and carry basis.

"It is said this mail order house expects to establish similar retail stores in every city where it has a distributing branch and eventually the same system will be employed in good-sized towns generally. Naturally there is no way of confirming such a statement and it is being presented here for what it is worth.

"So much for what Mr. Whelan and his associates expect to accomplish in a retail way in the larger cities. And now for the smaller towns.

Delivery to the Door

"Customers of the house in various communities received circulars recently, stating that Montgomery Ward & Company had completed arrangements to deliver goods 'from the store to the door.'

"This plan not only gives quicker and better service, but lessens the freight charge materially. All the freight orders destined for a certain town in one day are shipped in one lot in charge of a local transfer company. Instead of being charged on the customary 100-pound minimum for freight, as generally is the case, the customer has to pay freight only on what his goods actually weigh. The transfer company then delivers the goods to the house for a small cartage fee, which is smaller than the customer would have to pay if he arranged for the delivery himself. Delivery service on packages up to 20 pounds costs 30 cents; up to 50 pounds, 35 cents, and up to 100 pounds, 40 cents.

"In making this readjustment of things, Montgomery Ward does much to eliminate delay and expense. The mail order people themselves have been foremost in admitting that it is tiresome to wait for shipments and a nuisance to have to arrange for their delivery. In the smaller towns especially this latter consideration is of moment. In some towns it is embarrassing for people to go or send to the station for goods sent in by a mail order house. They are perfectly within their rights and are doing nothing to be ashamed of. But they fear the criticism that comes from the 'buy-at-home' boosters. Ward's new scheme suits them much better. It is practically the same as ordering goods from a local store if one wants to forget about the unavoidable delay. And the delay is not so bad when one saves enough on the order to more than pay for that inconvenience.

Outlet Stores

"With 'outlet stores' in the larger communities and the home delivery system in the others Montgomery Ward seems to be going a good way toward meeting the retailer on his own ground. This is adopting retail store methods to fight the retail store. It bears out an assertion made several times to the general effect that it is folly for the retail store to try to compete with the mail order house by using a catalogue—that a retailer can win as long as he uses his store to fight mail order, but will lose just as soon as he gets into the catalogue end.

"Speaking of catalogues and their distribution, Ward has adopted some forward methods in this direction also. Instead of sending recent midsummer price lists through

Continued on page 42

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

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GOOD BUSINESS WILL FOLLOW

IT is agreed by many authorities that basic business in Canada is sound and that a period of good business will follow the conclusion of the temporary circumstances now affecting most lines of trade as result of the tendency toward lower price levels. There are, however, still many dangers confronting the retailer and he will have to watch his business closely in order to avoid the pitfalls. Every merchant should keep his business in as liquid a state as possible consistent with carrying a sufficiently well assorted stock to enable him to keep the wheels of business moving. To do this it will require close attention to credits, with more restriction than heretofore, particularly owing to the possibility of more unemployment. Conditions are such in most districts as will enable the dealer to secure a good deal of outstanding cash, and this policy will then enable the carrying of a well assorted stock and the giving of best service to the customer.

It is difficult to predict the likely trend of prices, but it is thought that there will be no resumption of business on a large scale until the public is satisfied that the low point has been reached. Then manufacturers will also feel confident in maintaining a complete stock to enable the immediate filling of requirements. The fact that the re-adjustment process appears to be more deliberate in Canada than in the United States is thought to be an advantage to Canadian manufacturers as giving them more time and opportunity to prepare for the altered conditions.

THE CHRISTMAS WINDOW CONTEST

MANY merchants in all parts of Canada are using their windows to the best possible advantage, showing seasonable merchandise and changing displays frequently. This is evidenced by the many photos of attractive windows that come to our office throughout the entire year, reproductions of which are published from time to time.

But it is during the Festive Season that the merchant puts his best efforts and greatest amount of work in the window displays. It is the one season of the year when the retail grocer has the best material at hand for attractive displays, not forgetting the fact that the public is in a buying humor. The merchant, therefore, that has the most tempting display is the one that is going to reap the biggest harvest of extra sales.

Canadian Grocer for many years has held an annual Christmas window contest to encourage good window trimming. This year we hope to see the best one ever held.

Apart from the monetary value of the prizes offered, there is a certain honor in winning a prize, as this contest is open to merchants throughout Canada, from coast to coast.

EDITORIAL BRIEFS

THIS is the age of substitutes, but there's no substitute for honesty.

* * *

IF YOU lack confidence in yourself, how can you expect your customer to have confidence in you or your line?

* * *

THERE was talk of changing the phrase "Supply and demand" to read "Supply and request."

* * *

A PRESS report says that the manufacturers in the shoe and leather industry are prepared to "pocket their losses" without complaint. If there was anything to pocket, why should they complain?

Expense and Profit Statements

Analysis of Several Letters Sent by Merchants for Criticism—One Man With Six Months' Sales of Meats and Groceries at $51,000 Asks, What Should Be a Fair Net Profit

By HENRY JOHNSON, JR.

A LOT of letters have piled up again, some dating back to July, so here goes for a clean-up.

First comes a man who sends his statement of six months' business with $51,000 sales of groceries and meats. He says he aims at 25 per cent. margin but cannot average that because of the many staples which have to be sold for less, and he asks me for an analysis and to tell him what I "would determine as a fair net profit on this six months."

The expense statement shows a total of $5,472.18, and it seems to cover everything except interest, and that would not be important, so here we have a ratio of practically 10.73 per cent. expense on the $51,000 sales—and that, surely, is modest enough, especially on a combined grocery and meat business. Examination of details shows that rent is only .353 per cent. on sales, salaries for sales force 6 per cent. and delivery costs inside of 2 per cent. How expenses could be put lower I cannot see.

We all know that groceries cannot average much above 20 per cent. margin even in normal times. Recent conditions have tended to reduce that average to around 16 2-3 per cent.; but meats should bring up that average considerably. But even supposing we get no more than 16 2-3, we have here an expense of 10.73 which being taken from 16.66, leaves us 5.93 per cent. profit. On that basis, my friend should have made $3,024.30 this last six months.

Obviously, I cannot come much closer than the roughest estimate with such insufficient facts and figures, but he can tell whether he got that net and if he did not, something must be radically wrong, it seems to me.

General Store Earnings

A merchant who signs himself S.M.C.O. sends in figures which he says are very conservative because he has taken inside figures for his merchandise pricings and then deducted 10 per cent.; and he says his buildings would cost three to four times what he carries them at in his inventory. His statement of 1920 values is interesting for several reasons, so I copy it:

Bills Receivable	$ 3,833.90
Accounts, good	3,139.50
Furniture and Fixtures	450.00
Store and Warehouse	1,375.00
Merchandise Inventory	11,000.00
Stock and Bonds (Lib.)	3,000.00
Wood on hand	1,142.00
Cash on hand and in bank	11,854.12
	$35,794.62

Interest here centres on the very modest figures for furniture and fixtures, and buildings. I can believe very readily that these items are bled down to the bone as replacement values stand now. The large cash balance is explained as follows: "We do quite a credit business and in summer funds are high and at the end of the year, or rather in winter, they go low."

Analysis shows that on sales this man makes just about 7 per cent. net—$4,100 on sales of $58,000; but because of other heavy loads of capital and slow turnover, his capital earnings are only 11.39 per cent. For with expenses of $5,552.92—including depreciation—this burden is 9.57 per cent. on sales. So if we then add the 7 per cent. net, we have a spread of 16.57 per cent. as margin. Deducting that from the sales, we have stock cost of $48,334, and that, divided by $12,000, average stock carried, gives us four turns.

Conservative Suggestions

I can make only the most conservative suggestions because this business is a success as it stands—and success succeeds. Stock is $4,000 less than it was a year ago, so I think this means that this man is unloading—and that is the best thing he can do. Then he should keep unloaded, in my opinion, no matter what he may think he has made by carrying a long stock recently. But I do not think I should keep $9,000 to $12,000 in cash lying in anybody's bank, idle, even for a short time.

That money should be invested where it will earn about 7 per cent. net. It can be done to-day to the best advantage that has happened in a lifetime. The most solid securities can be bought now to yield seven or over, and those securities are certain to enhance in value as time passes. So if about $10,000 were thus put away, it would earn $700 a year, plus the profits that must come from enhanced values. Then as the firm needs money during the busy days of winter, let it borrow against its collateral. In this way every dollar will be working all the time.

I cannot think of anything more to say to this very able manager.

A Mystery to Me!

Another statement is from a man who sold $34,000 last year with stock of around $5,600 and owes at the end of the period $6,500 for merchandise and has bank overdraft of $1,045.67, or liabilities for cash and goods of $7,565.39. His quick assets, that is cash and merchandise, amount to only $5,865.36. He has outstanding accounts, in two lots, totalling $4,801.38. It seems to me that he is in bad shape.

I find no indication of how long this man has been in business. If he started a year or so ago, how did he get into such involvement with all the opportunities there have been lying around to make money? He seems to have made allowances for everything and depreciated all fixtures and other inert assets liberally. In fact, he has set aside an allowance for bad debts of $505.51 in one place and $547.33 in another; yet the maximum allowance should be ½ per cent. on sales, or $170, so far as his expense account is concerned. If, as a matter of conservatism—and I am great on conservatism, as you may have noticed—he wants to inventory his outstanding accounts at reasonable face and then deduct 10 per cent. of the face before he puts them into assets, that is good practice; but to carry more into expense than ½ per cent. is neither good practice, as I see it, nor is it to be contemplated that accounts are to shrink more than that in the handling. If they go down more than that proportion, it shows weak management.

I am not reprinting the sheets because the remedy lies at the surface. It is to collect diligently and cut down indebtedness. Inasmuch as this man has made only 14½ per cent. on sales during the last six months, he should immediately increase his margin. For that does not seem to be wide enough. With indebtedness exceeding his quick assets of stock and cash by nearly 30 per cent., this man is in desperate straits, it seems to me, and only the most careful management can pull him out. How do men get that way? You might answer that it is through ignorance. But this man can figure and seems capable of knowing what figures mean.

I should like to be helpful to him, but I can see nothing ahead except trouble unless he gets counsel from somebody on the spot and sets diligently at the task of digging out.

One Who Reads and Then Acts

One writes: "I read your article relative to bananas. Since reading it and putting the suggestions into practice, I feel that I know about where I stand as to profit on this item. I deduct 15 per cent. for stalk and shrinkage. For instance, I find a small bunch billed to me as 36 pounds weighs after 15 per cent deduction 30.6 pounds. If billed at 11c a pound, I find my cost, gross weight, is $3.96 or 12 2-3c net a pound. To this I

Continued on page 43

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Quebec

R. Odell has sold his interests in the firm of R. Odell & Co., Capelton, Que. John Harwood will conduct the business under his name.

J. H. Duke has been appointed representative for Chase & Sanborn Co., Ltd., of Montreal, in Manitoba and Saskatchewan, succeeding R. L. Waugh, who has resigned his position with this company.

P. M. Gerrard, who is in charge of the correspondence department of Hudon, Hebert & Company, wholesale grocers, of Montreal, has been absent from his desk for the last week and is confined to his home with illness. Mr. Gerrard is expected to be able to return to the office the early part of next week.

Ontario

J. Cullen, Kingston, Ont., is now conducting his business on a strictly cash and carry basis.

The merchants of Bolton, Ont., have decided to continue the Thursday half-holiday until further notice.

Joseph Ruddy, Toronto, vice-president Canada Starch Co., is in Western Canada on a two weeks' business trip.

The retail grocers of Fort William, Ont., are closing their stores on Wednesday afternoons the year through now.

The grocers of Brampton, Ont., must close their stores at six o'clock on the evenings now, Saturdays excepted. A by-law has been passed to that effect.

The Niagara Grape Growers' Association marketed more than 400 cars of grapes, 330 of which were sent to the United States.

Twenty grocers of the east end of Toronto were fined $5 and costs in the Police Court recently for disobeying the early closing by-law.

The till in the store of W. J. Statham, Exeter, Ont., was relieved of between $20 and $30 in silver recently. The thief has not yet been located.

James Wagstaffe, of Wagstaffe, Limited, Hamilton, Ont., was in Toronto on Monday attending an executive meeting of the Food Products Association.

A quantity of large red raspberries were brought to the newspaper office in Brockville, Ont., last week. They had been picked in a Brockville garden and constituted the latest picking on record.

W. Y. Colclough, Toronto, agent for the Globe Refining Co. and other British firms, will return about November 15 from a trip to the Old Country where he visited his principals. He has been away since Sept. 11.

According to reports from Ottawa merchants throughout the country are taking to the use of stamps as well as can be expected, and it is predicted that the collections coming into the department after a month or so will show a decided gain as a result of the stamp system.

Western

Charles Harris has taken over the grocery business conducted at Amherstburg for the last seventeen years by his father, T. J. Harris.

Work has been commenced on a handsome new store front at London, Ont., in new premises to be occupied by French & Co., fruits and groceries.

Hugh Dallyn, of St. Thomas, Ont., has a new member of the firm in the shape of a little daughter.

The Moore Fruit Co., of London, Ont., has purchased the old hotel building adjoining their premises and will remodel it into two fine large stores.

Work will be started at once at London, Ont., on a new office building, warehouse and loading platform by the Harris Abattoir Co., of Toronto. A site has been purchased on Talbot St.

The Wm. Ward Cigar Co., of London, Ont., is adding an entirely new branch to its business in the shape of a plant where package and plug tobacco will be turned out. The machinery is now being installed and the new plant will be in charge of Henry Deacon, until recently manager of the Foster Tobacco Company, of Leamington, Ont.

Clifford A. Mann, of the firm of C. A. Mann & Co., London, Ont., in discussing with Canadian Grocer the future of poultry prices, stated that there is an unusually large supply of chickens, ducks, geese and turkeys in the country and that he looks for lower prices.

The Middlesex Milk Producers have under consideration erecting a $250,000 plant at London, Ont., for the manufacture of creamery butter, pasteurized milk and ice cream.

Fruit Baskets Will Be Fifty Per Cent. Higher Next Year

The price of containers for next season's fruit crop has jumped more than 50 per cent. The Clarkson Fruit Growers' Association of Ontario met recently to receive tenders on their supply of containers for 1921, and found that the price offered by Ontario firms was more than 50 per cent. higher than this season's price.

But to the tenders there was one exception. A British Columbia firm offered to deliver baskets, boxes and crates for much less than any of the Ontario men had asked. The container now being made in British Columbia is different from the one being used by the Ontario trade, but this the firm offered to remedy. The meeting authorized President C. R. Perry and Secretary Herbert Pinphin to investigate the offer and report to the association on November 27.

Clarkson fruit growers will need 50,000 crates, 3,000,000 quart boxes, 175,000 11-quart baskets and 100,000 6-quart baskets to handle the 1921 crop.

Fruit men in this district are preparing to establish a co-operative company to arrange for the marketing of their products. It was suggested that if trouble in obtaining containers occurred again the company go into the work of manufacturing baskets, crates and boxes for the farmers.

A Course at the University for Retail Merchants

W. C. Miller, secretary of the Ontario branch of the Retail Merchants' Association, stated recently that at the forthcoming convention of the Retail Merchants' Association on the 17th of this month that this organization hoped to make representations to the Government which will result in the establishing at the University of Toronto, as soon as possible, a course in business ethics, salesmanship, accounting, and other subjects of interest to the retail merchants.

Not only would the clerks in retail stores benefit by this, Mr. Miller said, but many merchants were prepared to take the course. He urged the establishment of this course at as early a date as possible, as the retailers were keenly interested in it as an aid to their business.

FOOD PRODUCTS ASSOCIATION EXECUTIVE MEET

Another meeting of the executive of the Food Products' Association was held this week, when the matter of the new pure food building at the Canadian National Exhibition was further discussed. It is likely that the question will come before the Board of Control at an early date.

Believes Co-operative Stores Will Be a Thing of the Past

Merchant in Sydney, N.S., Writes That Lower Markets Will Be the Biggest Factor in Bringing About the Elimination of Co-operative Stores—The Movement in Nova Scotia.

THE appended letter has been received from a correspondent in Sydney, N.S., on the subject of co-operative stores, and follows the article in Canadian Grocer on October 29: "Is the Co-operative Movement Waning?" Letters from other merchants in places where the co-operative stores are established will be welcomed by Canadian Grocer. The letter is as follows:

"Editor Canadian Grocer,—I note with considerable interest your remark in issue of October 29th with reference to co-operative stores. The general result seems to be so much in keeping under the movement in this part of the world that I firmly believe that in a very short time co-operative stores from one end of the Dominion to the other will be a thing of the past, as no such condition is so detrimental to these stores as a falling market.

"The first of its kind in this country was first tried out in Stellarton, N.S. It had a rather successful career for a few years, when finally it went to the highest bidder.

"A good many years ago there was in Sydney Mines another one of these concerns, which for a few years flourished, but was finally wound up by a number of the shareholders having to make good the liabilities or lose their property.

"In one of our most prosperous towns, Dominion No. 2, a co-operative store was started a few years ago. It opened up with a big membership, but its life was short lived, and it went crash, as likewise the one that was organized in Bridgeport. It lived a short time longer but it is not in existence now.

"During the prosperous days from 1906 to 1912, one on a large scale was launched in Glace Bay, the biggest mining town in Nova Scotia, and in its most prosperous days claimed a turnover of over $40,000 monthly, but, strange as it might sound, a few months ago, what remained of the stock was sold for the benefit of the creditors. The building has been taken over by the British-Canadian Co-operative Society, which is the only surviving one of its kind in this part of the world. This society operates a store in Sydney Mines, and is apparently doing a fairly good business, trade being largely confined to Old Country people, who, for some unknown reason, do not mind paying higher prices for merchandise in the "Co-op." store so long as they imagine that they get a part of it back in the way of the so-called "divvy."

"My friend from Niagara Falls is quite correct. The greatest drawback to a business of this kind is the unsatisfactory service and poor management as can be always looked for where everybody is a manager.

"There is a story told that can be vouched for under oath: 'A bonny Scotch lady from some Lancashire town in the Old Country was buying a soup bone. The obliging salesman, having an overstock, condescended to give the good lady one for nothing, whereupon she promptly informed him that "She did not want it for nothing; she wanted it charged so that she would get the divvy." Can you beat that?

"MERCHANT,
"Sydney, N.S."

May Re-open the Canadian Cereal Mill at Lindsay

Negotiations have been opened for the re-opening of the Canadian Cereal Flour Mills at Lindsay, according to the Lindsay "Warder." The firm sustained a severe loss in the destruction of their Tillsonburg mill, and a member of the firm has stated that arrangements will have to be made immediately for the resumption of business as there are a large number of orders on hand to be filled. A building must be found, he said, on the direct line for shipments from the West. To meet this need a prominent citizen is interesting himself in an effort to secure resumption of operations in the Lindsay mill.

CUSTOMS HOLDING SUGAR FOR ANALYSIS AT BORDER

Bridgeburg, November. — Housewives who buy sugar in Buffalo at 13 and 14 cents a pound are having it held by Customs officials for analysis under the pure food laws. The retail price on this side of the border is from 18 to 20 cents a pound. The order for analysis came from the Customs Department a few days after the Cabinet rescinded the Department of Commerce ruling which practically barred importation from the United States.

Stratford Retail Merchants Elect New Officers

Stratford, Nov. 2.—The Retail Merchants' Association at their annual meeting in the Chamber of Commerce rooms elected the following officers for next year: President, A. Knechtel; first vice-president, E. A. Robertson; second vice-president, A. W. Fisher; secretary, W. White; treasurer, W. J. McCully. An executive committee was appointed to consist of the officers and the following twelve members, one member being selected from each branch of the retail business. Messrs. D. Ferguson, W. Hern, H. Myers, P. J. Kelly, H. Kalbfleisch; N. F. Babb, H. G. Rankin, Geo. Larkworthy, A. C. Barnesdale, F. Cosford, C. N. Greenwood and A. J. Flanigan.

Merchants Selling Articles Subject to Luxury Tax Must Take Out License

General Groceries Do Not Require a License—Luxury Taxes Collected by Stamps Attached to Sales Slip.

THE following letter was recently received by Canadian Grocer from a subscriber in Western Ontario:

"Do retail grocers selling staples, confectionery, biscuits, etc., have to take out a license, when one and two per cent. is paid to wholesalers and manufacturers and do we have to use luxury stamps? An answer will be appreciated."

In regard to the luxury tax license, merchants who do not sell articles that are subject to the luxury tax are not required to take out a license.

Those merchants who sell merchandise that comes under the luxury tax ruling, must procure a license from the Collector of Inland Revenue. This means that the merchant who sells only one article that is subject to the tax must necessarily have a license the same as though he handled many taxable lines.

The Department of Customs and Inland Revenue has issued instructions that on and after November first, 1920, the luxury taxes will be collected by means of excise tax stamps.

Retail merchants selling goods subject to excise (luxury) taxes, when taking out a license, will be supplied with a perforator for the purpose of cancelling the stamps.

When goods are purchased subject to the luxury tax, the merchant is required to attach to the invoice or sales slip stamps of sufficient value to cover the tax being paid by the purchaser.

The one and two per cent. that is paid to wholesalers and manufacturers mentioned in the above letter is a sales tax and must not be passed on to the purchaser but is absorbed by the merchant.

NEWS FROM WESTERN CANADA

Western

F. Dowhan has commenced in the grocery business in East Kildonan, Man.

I. Shanas has succeeded A. Marinella in the grocery business at Winnipeg.

N. Puls has succeeded R. Puls in the grocery business at Winnipeg.

J. Tunis has commenced in the grocery and produce business at Winnipeg.

A. Ochock has succeeded P. Yauniskis, grocer, at Winnipeg.

A grocery business has been commenced by J. B. McLeod at Vancouver, B.C.

City Grocery (Tracy and Watson), High River, Alberta, has been sold to Fred W. Wilson.

Morrison and McLeod have succeeded A. J. Rogers in the grocery business at Edmonton, Alberta.

H. Tompkins, who operated a grocery store at Grindrod, Alberta, is reported selling out to Spence and McAusland.

P. P. Loewin has been succeeded by Loewin Bros. in the grocery business at Morden, Manitoba.

Espie and Park, grocers at Winnipeg, Manitoba, have dissolved partnership, A. Espie continuing.

S. McBride has been succeeded by R. Fisher in the grocery business at Winnipeg, Manitoba.

G. T. Camey has sold his grocery and confectionery business at Bulyea, Saskatchewan, to H. C. Leggo.

MacDonald Crawford, Ltd., wholesale grocers, have opened a branch at Regina, Saskatchewan.

Joseph Branconier, who conducts a general store at Batoche, Sask., suffered loss by fire recently when his place of business and all contents were destroyed.

A by-law providing that all stores in Moose Jaw, Sask., close on Wednesday afternoons, came into force there on November 1.

Merchants Disagree on Vancouver Early Closing By-Law

Vancouver, Nov. 10.—Decided divergence of opinion in the matter of early closing, especially as to whether it should be at 6 or 9 o'clock on Saturday evenings, was shown among the personnel of a delegation numbering nearly 100 retail grocers, who packed the council chamber of the City Hall recently and tried to explain their individual opinions to the Finance Committee. Discussion, led by rival legal counsel for the "early closers" and the "moderately lates" continued in decidedly animated style for over an hour, until the aldermen did the only thing possible under the circumstances—laid the Early Closing By-law on the table for two weeks until the next meeting, advising the rival factions to try and come to some agreement in the meantime.

Shortage of Barrels Necessitates Sales of Apples in Sacks

Prince Albert, Sask.—The Ontario apple crop proved to be of such proportions this year as to find the growers and packers almost unprepared, with the result that the price of barrels went to $1.65 each and there were very few barrels to be had even at that price. The result was that, while apples were at a minimum price in the orchards, they were at a maximum in the markets of the big cities.

Mayor Gray, of Winnipeg, purchased considerable quantities of apples at the orchards and brought them by carload to Winnipeg, where they were packed into boxes, barrels or sacks and retailed to the citizens. Robert Gordon, of the Prince Albert Fruit Company here, in conjunction with other fruit men, made a similar arrangement, a trainload of twenty cars being ordered for Prince Albert. Owing to delay in shipping and the fear of frost, the order had to be cut to ten carloads, which are now arriving and are being distributed in the Prince Albert territory. The Vernon Fruit Company also brought in apples in sacks, which are being sold in this cheaper form.

Pioneer in Business Life of Moose Jaw Has Passed Away

Moose Jaw, Nov. 10.—One of the pioneer merchants of Moose Jaw passed away at the Providence Hospital last week in the person of Malcolm McBride, who had been a resident of Moose Jaw and district for the past thirty-seven years, having come here in 1883. Deceased was 81 years and 7 months old, and death came following an illness of about a month's duration.

Mr. McBride came to Moose Jaw when the village was largely composed of tents, and started a general store under the partnership name of Woods and McBride, on the site where the McBride block now stands. The disastrous fire of 1891, which wiped out both sides of Main Street, caused Mr. McBride to suffer heavy financial loss. This was followed by the departure of his partner, who was managing a branch store at Rogers Pass, B.C., for parts unknown.

However, with his well known Scotch perseverance he started work on the present McBride block on the site of the burned store. The new store had a plate glass window, the first plate glass front on Main Street. It was completed and put into use in 1892. Mr. McBride was also engaged in the ranching business southwest of Boharm, and this is still carried on by his son, Warren McBride.

Mr. McBride was born April 15, 1839, in London Township, County Middlesex, Ont., and his parents came to Ontario from Argyllshire, Scotland. As a young man he started in the boot and shoe commission business in London, and continued in business there until the building of the railroad through the West brought the prairies into prominence.

Apple Crop in the Okanagan Smaller Than Last Year

Vancouver.—Mr. Crawford, of the Western Grocers' Ltd., Vancouver, has just returned from a trip over the Okanagan and Similkameen territory. He states that while the apple crop is smaller than last year, most of the authorities expected that there would be less than last year, as every second year is always light in that country. The quality of the fruit is so high, however, states Mr. Crawford, that practically a hundred per cent. of the fruit picked is marketed.

There has been a loss sustained by many growers in onions, as a rain in the early part of October caught the onions that were still on the ground and unfitted them for shipment or for keeping. However there had been a good percentage of the onion crop shipped.

"Good prices have been paid the growers for their work and prosperous conditions are in evidence in that valley. There are no dealers in that part of the country selling out these days. Optimism is the keynote of the Okanagan and when one travels through that magnificent valley, one cannot help but feel that their optimism is entirely justified," said Mr. Crawford.

"Independents" Will Get a Share of Raisins This Year

Courts Say That the California Raisin Association Must Give the Independent Packers a Quantity of Raisins, Which at the Market Price Would Give a Profit of $100,000.

By ROY H. HUNTER

VANCOUVER.—The writer has returned from a trip through the fruit districts of California, and was in 'Frisco on the day that the court gave judgment regarding the operations of the raisin associations. It would appear that the condition of the raisin grower in California is similar to that of the wheat grower in Manitoba in the not too remote past. His utmost work as an individual not only failed to get him a price for his raisins that would permit him to expand, but did not even allow him to hold his own. Raisin growers told us that the old song of the independent (now called) packers was: "There are more raisins grown than the market will absorb; you are lucky to get anything for them; we stand a big chance of getting 'stuck' with them on our hands."

Accepted the Statement

For years and years the growers accepted this statement. To leave out of this resume the period of alternate hope and grief that formed the eight years previous to the formation of the present association of raisin growers, it suffices to state that this year the old packers, now called the independent packers, those whose plants had not been bought by the association of growers, found when they went to buy raisins that almost a hundred per cent. of their erstwhile clients had joined the association and "would market only through their own organization." To the old timers who had heard the old tale of woe about overproduction and no markets from the packers, the reversal of position filled them with glee. But several of the packers who found themselves with packing plants and nothing to pack immediately appealed to the Government to act against this organization that they claimed practically amounted to a monopoly, contrary to the anti-trust laws, etc.

The courts gave judgment to the effect that the association must give the independent packers a quantity of raisins which at the market price would give a profit of $100,000; probably some $20,000 each. The independent packers expect to do better next year. The association probably expects to avoid doing this much, and the Fresno papers point out that while the Government has concerned itself about the interests of the association and the independent packers, the "poor ultimate consumer—the general public" didn't get a thought.

An association as strong as the raisin association may be sorely tempted to act in a high-handed manner. The individuals with good memories will undoubtedly want to hit the old packers, and hit them hard, but the executives who have conceived and built the organization that stands to-day are big calibre men, with long vision. As one of them stated to the writer: "If we get too strong for the best interests of the public, every element of opposition, and public sentiment, and laws of business will conspire to break our association up. Only by considering every one and playing fair can we hold our members and our market."

One independent raisin packer stated to the writer that they would not pack raisins at all this year. Another stated that he was packing very little. The association, through educational publicity, has caused the trade to take more interest in raisins, and each individual in the United States to consume an average of two pounds more per year; and this two pounds represents more than the total former consumption of raisins. Canada exceeds the United States yet in per capita consumption of raisins. The demand for raisins and dried grapes is very brisk, probably owing to "home brew" demand, as well as increased uses for food purposes.

THE PSYCHOLOGY OF PUBLIC BUYING

Hayden, Stone and Company, brokers, New York, in commenting on present conditions said recently: "The psychology of public buying is an interesting study. A year ago nothing was too high to buy; to-day nothing is low enough. The minute that the public is satisfied that the low point has been reached we are likely to see another wave of buying that may actually lead to a shortage of goods. The ability of the public, however, to hold off until it is satisfied that the low point has been reached is extraordinary. Some articles are already down to a pre-war level. Others, however, are not and must come down very decidedly before finding a healthy market. Without a far more radical liquidation of labor than anyone would dare to predict, or would be likely to see without serious social disturbance, costs cannot come down to a pre-war level and it is certain that goods will not be produced indefinitely below cost."

Catalogues and Booklets

Morris & Company employees at Chicago, Ill., E. St. Louis, Ill., Oklahoma City, Okla., S. Omaha, Neb., Kansas City, Kansas, are now receiving semi-monthly editions of the "Morris Supreme," a plant magazine published by and for the employees at each of their packing plants. The firm pays all expenses pertaining to their publication.

The employees have another house organ called "The Morris Standard," which is published monthly under the direction of the Morris Men's Club, and contains information and personal news matters of employees' activities at all of the Morris sales branches.

This publication is an international monthly review of the activities of Morris & Company workers.

Laundry Soaps Are Reduced

Practically All Brands of Laundry Soaps Are Down 50 Cents Per Case—Lower Cost of Raw Material to Be the Reason—Toilet Soaps Not Expected to Be Lower.

ANNOUNCEMENT is made of a reduction in prices of laundry soaps. This reduction amounts to 50 cents per case, and is effected on practically all brands. It is stated by manufacturers that the reason for this decline is that tallow, cotton seed oil and other raw material have taken decided declines, and also in view of the fact that United States soaps are appearing on this market at lower prices than the Canadian product.

In regard to a similar decline in toilet soaps, manufacturers stated to Canadian Grocer that a reduction in the price of toilet soaps is very unlikely in view of the high cost of cardboard boxes, wrappers and other packages, and unless a decline occurs on these articles, no lower prices toilet soaps are anticipated at the moment. Cocoanut oil which enters very largely into the manufacture of toilet soaps and also edible tallow is selling at high figures which is also a reason why toilet soaps will not be reduced in sympathy with laundry soaps.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

MANY lines of grocery commodities have shown declines during the week. Some lines have also shown advances. The general trend of the markets, however, continues downward. Business in retail circles is reported satisfactory and wholesalers state collections are good.

MONTREAL—There are many interesting reductions in the grocery market this week. Pork and beef are both reduced in price. As a result of this there are easier prices quoted on smoked meats, bacon and particularly on hams. On the other hand eggs are dearer this week, strictly fresh selling as high as 80 cents per doz. Butter shows more strength with a slight advance in price on creamery. White clover honey is being imported from the United States because it can be obtained cheaper there than it can be bought in Canada. In the provision market the most interesting feature by far is the sugar market and in fact all eyes are turned towards the chaos that reigns there. There are no definite quotations to be made on that market but prices go as low as 13 cents per pound. This is affecting other lines. The new prices on canned fruit show a decrease on last year's prices. Some biscuits are cheaper. One firm has reduced their prices on compound jams. Soap is reduced in price due to the lower market for fats and a falling off in the demand for export for that important ingredient. The prices on the cheaper grades of tea are further reduced but reports indicate an even stronger market for the better grades with perhaps a shortage of Japan teas. Nuts are firmer and there is a brisker market for dried fruits with a good supply of Turkish fruit which has just arrived in Montreal. Oranges are very dear, there being an advance of three dollars a case on California oranges. Lemons and bananas are also dearer. Onions are still very cheap with a big supply.

TORONTO—The sugar situation is very disturbed and there are no stabilized quotations. Refiners and wholesalers all quoting different prices. The molasses market is quiet with little buying noted, buyers consider prices too high in view of the declines in sugar and are holding off anticipating lower prices. Rolled oats in bulk is quoted lower. Rolled wheat is 50 cents per barrel higher in view of the higher cost of barrels. Black peppers show a slight shading in price but white pepper is holding firm and scarce in primary markets. The second shipment of Spanish Valencia raisins is due to arrive within the week with quotations slightly lower than the first lot. The coffee market continues with an easy undertone, in some quarters reductions are manifest on their special blends. One brand of soluble coffee is reduced. Low grade teas continue to glut the primary markets but medium grades are holding fairly firm. The finer grade teas, however, are scarcer than ever with quotations higher. Some brands of package teas have been reduced on the cheaper grade.

New shelled walnuts to arrive are quoted at lower prices than present spot stocks, these nuts are not expected to arrive much before Christmas and it is said that spot stocks will be cleared up before new stocks arrive. Honey is quiet and prices have declined one cent per pound. Canadian sardines have shown an advance during the week. There appears to be no real shortage in potatoes, but farmers are apparently holding supplies with the result that buyers have had to offer higher prices to get sufficient quantities; quotations have advanced one dollar per bag during the week, Valencia oranges are becoming scarcer as the season for this variety is about over. Coinciding with the receding wheat market, flour and millfeeds are also weaker with a tendency to reach lower levels. During the week reductions have been manifested on, laundry soaps, prepared icings, kraft paper, macaroni and one brand of chocolate powder. One brand of catsup and paraffine candles are higher.

WINNIPEG—Thre have been practically very few changes in the grocery market this week, and as grocery commodities are expected on the downward grade, very little buying is being indulged in by either retailer or wholesaler. The sugar market remains in an unsettled condition. Corn syrup and starches remain unchanged since the reduction of these lines last week. The shelled nut market shows very little change. Shelled walnuts for delivery around the first of the new year have been offered to the trade at very attractive prices. The fruit market is reported quiet as well as the vegetable market. Potatoes remain firm and an advance in price is expected very shortly.

QUEBEC MARKETS

MONTREAL, Nov. 12.—All eyes are turned on the sugar market this week. There have been many reductions in the price of sugar during the past week and at the time of going to press the reductions continue. It has now turned to a general price war-fare among the refiners and even among the wholesalers. The effect of this brake-up is felt in many other lines. The new pack of canned goods shows some lower prices this week and jelly powder is reduced in some brands. Oranges are three dollars a case dearer this week on account of the end of the season for Valencia oranges. Bananas and lemons are also dearer. Onions continue very cheap. There is a reduction of two and three cents per pound on the cheaper grade tea this week but the best grade of teas are reported even stronger with a likely short market on Japan teas. Laundry soaps are reduced fifty cents per case. The nut market shows a little more strength due to the approaching Christmas season.

Sugar Prices Are Open

Montreal.

SUGAR.—The sugar market is so upset at the present time that no accurate quotations can be made on granulated sugar from any of the refineries. The general price-cutting scheme started the middle of last week and continues with indefinite prices. These prices vary from day to day and perhaps depend to a great extent on the amount of sugar bought and the place of delivery. The wholesale firms, too, have joined the competition, and are cutting prices on their stocks of sugar on hand. Although the opinion is that the minimum price for sugar has not yet been reached it is granted that the sugar market will recuperate and a firmer market will be seen before the month of December is through.

Atlantic Sugar Co., extra granulated, cwt.	.....
Acadia Sugar Refinery, extra granulated..	.....
Canada Sugar Refinery	.....
Dominion Sugar Co., Ltd., crystal gran..	.....
Dominion Beet Sugar	.....
St. Lawrence Sugar Refineries	.....
Icing, barrels	.....
Do., 25-lb. boxes	.....
Do., 50-lb. boxes	.....
Do., 50 1-lb. boxes	.....
Yellow, No. 1 bags	.....
Do., No. 2	.....
Dark Brown	.....

Molasses Prices Unchanged

Montreal.

MOLASSES.—There is no change in the molasses market this week. Unlike sugar, the quotations are remaining steady. There is not so much competition in this market at the present time, and dealers have very fair stocks on hand which will tend to keep prices at an even level. There is no change in corn syrup this week.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 09
Half barrels, about 350 lbs...	....	0 09¼
Quarter barrels, about 175 lbs.	....	0 09¾
2 gal., 25-lb. pails, each	....	2 85
3 gal., 38½-lb. pails, each	....	4 25
5 gal., 65-lb. pails, each	....	6 85
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	6 60
5-lb. tins, 1 doz. in case, case	....	7 45
10-lb. tins, ½ doz. in case, case	....	7 15
	Prices for	Island of Montreal
Barbadoes Molasses—		
Puncheons	....	1 40
Barrels	....	1 43
Half barrels	....	1 45
Puncheons, outside city	....	1 35
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	....	6 00
3-lb. tins, 2 doz. in case, case.	....	8 25
5-lb .tins, 1 doz. in case, case.	....	6 80
10-lb. tins, ½ doz. in case, case	....	6 65

Rice Market Depressed

Montreal.

RICE.—There is no change in the rice market this week. Quotations vary continually depending on the demand and general market conditions. The demand is still very poor, dealers stating that there is no buying at this time and the market for rice is in a very poor condition. It is almost useless to make any quotations on rice since prices vary from day to day, and no prices are standard for any particular brand of rice.

RICE—		
Carolina, extra fancy	....	....
Do. (fancy)	....	....
Rangoon "B"	....	12 50
Rangoon "CC"	....	12 25
Broken rice, fine	....	8 00
Bell rice, fine	....	16 00
Bell broken rice	....	10 00
Texas rice	....	10 50
Siam	....	7 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras	....	0 07
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Coffee Market Remains Weak

Montreal.

COFFEE—The coffee market continues in its weak condition although there has been no change in price during the last week. The reaction that was looked for has not occurred yet, and it is likely there will be a further reduction in price. The changes in the coffee market, however, are not big enough to be a very important factor in merchandising.

Lower Grade Tea Reduced

Montreal.

TEA.—The tea market shows further weakness this week. This weakness is almost surprising, as a stronger market was predicted. Some brands of tea are reduced 2c and 3c per pound. These prices quoted are only on the cheaper grades, however, and Canadian Grocer is informed that quotations on the better grades of orange pekoe and even on Japan teas are higher than they have been for some time. The tea market for the better grades showed even more strength this week despite the fact that reductions have occurred on the cheaper grade. Reports state that the new crop of Japan tea is not measuring up to expectations, and that there will be a short supply.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

New Canned Fruit Lower

Montreal.

CANNED GOODS.—The new quotations on canned fruit are supplemented this week by quotations on Bartlet canned pears in heavy syrup at $3.70 per dozen. Greengage plums in heavy syrup are quoted at $2.90, and peaches in heavy syrup at $3.50. The new pack of tomatoes in 2-pound tins is $1.45 per dozen. This is rather a larger reduction on previous prices than expected. On account of the lower price of sugar the Raymond jams are made of the compound and are quoted lower, at $8.25 per dozen for the 4-pound tins, and $2.60 per dozen for the glasses. In bulk at 16c per pound, a reduction of 2c per pound on the previous quotations.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 85
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	2 15	2 20
Beans, Refugee	2 15	2 20
Corn, 2s	1 57½	1 62½
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 45	1 50
Do., 2½s	1 75	1 80
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00

Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	....	3 50
2½-lb.	....	....
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	....	5 60
Do., 2-lb.	....	3 70
Greengage Plums, heavy syrup	....	2 90
Pineapples (grated and sliced),		
2½-lb.	5 40	4 80
2-lb.	4 60	4 80
1-lb.	....	2 50
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25

Laundry Soap Reduced

Montreal.

SOAP.—On account of the lower market on fat and the smaller demand for exportation of fat from this country, there is a reduction on all laundry soaps amounting to 50c a case. This reduction was not looked for before the first of the year, but it has evidently been forced upon the market. The wholesalers state that another reduction at the first of the year would not be surprising.

Jelly Powders Down

Montreal.

PACKAGE GOODS.—About the only change in package goods this week is a reduction in the price of some jelly powders owing to the lower sugar market. Pure Gold jelly is reduced this week to $1.55.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 35
Corn Flakes, 3-doz. case 3 50 3 65 3 50		4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 50
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Do., self-raising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	7 30
Do., 20s, case	....	7 50
Self-raising Flour (3-lb. pack.) doz.	....	3 20
Do. (6-lb. pack.), doz.	....	6 30
Corn Starch (prepared)	....	0 11½
Potato flour	....	0 13
Starch (laundry)	....	0 09¾
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Shredded Wheat	....	4 95
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case	....	4 70
Package Cornmeal	....	4 25
Malt Breakfast Food (36 pkgs.)	....	12 50

Dried Fruits in Demand

Montreal.

DRIED FRUIT.—The "Canadian Rancher" has arrived with its cargo of dried fruit from the East. For the most, however, this whole cargo is sold before it is unloaded and brokers in Montreal state that there will not be an oversupply for the Christmas trade, especially in view of the fact that the big reductions in sugar is stimulating the trade in dried fruits and nuts. California seedless raisins are quoted a little higher, which means that the Turkish raisins which, compare very favorably with the former, are underselling the American fruit.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 16
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 22	0 24
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown	....	0 26½
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	....	0 27½
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, 1b.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Cereal Market Unchanged

Montreal.

CEREALS.—There is no change this week in the cereal market. All cereals seem to be remaining firm in price as far as can be foreseen at the present time.

Oatmeal, gran., fine standard	....	5 50
Rolled oats, 90 lbs.	....	4 75
Pearl Hominy	....	6 25
Cornmeal, Gold Bust Brand	....	6 00
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley	....	7 25

Pepper Shows More Strength

Montreal.

SPICES.—There is no change in the spice market. The demand continues very good with a little more strength on pepper both black and white, but no change in price is recorded as yet.

Allspice	....	0 20
Cassia (pure)	0 30	0 33
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 18
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	....	0 60
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 42
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 35
Do., white	....	0 45
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 65
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Nut Market Stronger

Montreal.

NUTS.—The nut market shows more strength this week in view of the fact that the biggest season for this market is just opening. Almonds are a little dearer, quoted at 28c. Filberts are also 1c a lb. dearer. The walnut market continuous very weak, as it has been for some time, and quotations are very low on most species of walnuts.

Almonds, Tarragona, per lb.	....	0 28
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 38
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	....	0 18
Do., Barcelona	0 17	0 19
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Jumbo	0 30	0 33
Do., extra	0 16	0 19
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, Java, per lb.	0 29	0 30
Do., No. 1 Virginia	....	0 14
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 29	0 30
Do., large, No. 2, polished	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot Walnuts	....	0 25
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 50
Do., Bordeaux	....	0 58
Do., Chilean, bags, per lb.	....	0 33
Do., Spanish, shelled	....	0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

White Clover Honey Imported

Montreal.

HONEY.—Such high prices are being asked by the Canadian apiarists that white clover honey is being imported from the United States cheaper than it can be bought in Eastern Canada. Buckwheat honey, however, is more plentiful and is being bought in Canada in quite large quantities. The prices quoted are 17-18 cents for buckwheat honey and from 24-26 cents for white clover honey. There is very little comb honey offered by the dealers as the producers are asking such a high price for it, and it is so difficult to handle.

Oranges Cost $13.50

Montreal.

FRUIT.—Easier prices are noted this week on apples. Greenings, Russets and Baldwins are offered at 50c a barrel lower than last week's prices. There is a big advance in the price of oranges

this week. California oranges are being quoted at $13.50, which is an advance of $3.00 on the prices quoted two weeks ago. Jamaica oranges are offered on the market at a much lower price, being quoted at $5.50 per case. Bananas, also, have advanced in price, and the large stocks are quoted at $8.00. Fruit dealers state that this advance in the price of bananas and oranges is not due to shortage of fruit but to a manipulation of the market.

Apples—		
Do., Fameuse, per bbl.	9 50	10 00
Do., Wealthy No. 1, per bbl.	....	7 50
Do., No. 2, per bbl.	....	7 00
Do., Alexander, per bbl.	6 00	6 50
Do., Greening	6 50	7 00
Do., Baldwin	6 50	7 00
Do., Russet	6 50	7 00
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	4 25
Oranges, Cal., Valencias	....	10 00
Do., 100s and 150s	....	10 00
Do., 176s and 200s	....	10 00
Cal. Oranges, 126-250	....	13 50
Jamaica Oranges, 176, 200, 216	....	5 50
Pineapples crate	....	8 50
Pears, Keiffers, per hamper	....	3 00
Canteloupes, crate (45)	....	9 00
Tokay Grapes, per box	....	5 00
Blue Grapes, 6 qts.	....	0 55
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	9 00
Cranberries, per bbl.	....	14 00

Onions Still Very Cheap

Montreal.

VEGETABLES. — The prices on onions continue very low with a large supply on the market. Yellow onions are cheaper this week, being sold anywhere from $1.00 to $1.50 per cwt. Red onions are also cheaper, being sold at $2.25 per bag. The supply of onions on the market is very large this season, and prices in some cases are lower than this owing to the fact that the dealers are anxious to unload their stock. Sweet potatoes are cheaper this week, being offered at $3.00 per bag. The potato market continues unchanged, but there is every indication that the market will be firmer and stronger within the next six or eight weeks.

Beets, per doz.	....	0 25
Cucumbers, Montreal, per doz.	....	0 20
Cabbage, Montreal, doz.	0 50	0 65
Chicory, doz.	....	0 50
Carrots, doz.	....	0 25
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 25	1 80
Do., sweet, hamper	....	2 00
Spinach, box	....	0 75
Turnips, per doz.	....	0 40
Montreal Tomatoes, per box	....	2 50
Cauliflower, per doz.	....	0 90
Spanish Onions, per case	....	5 25
Yellow Onions, per cwt. bag	....	1 50
Red Onions, per cwt. bag	....	2 25

ONTARIO MARKETS

TORONTO, Nov. 12—The sugar situation is still unsettled. Some refiners have reduced quotations while others are unchanged. Rolled oats are 20 cents per bag lower. Rolled wheat is advanced 50 cents per barrel. Black peppers are slightly lower, but white pepper is holding firm. Cream of tartar quotations are lower. Another shipment of Spanish Valencia raisins is due to arrive and quotations are lower than the first shipment. The coffee market is easy with lower prices on one line of package coffee. Package teas are reduced on the cheaper grades. New shelled walnuts to arrive are lower than spot stocks. Honey is one cent per pound lower. The bean market is weak, while potatoes have advanced. Valencia oranges are again higher. Grapefruit is slightly lower. The flour market is weak with a tendency for lower prices.

Sugar Market Disturbed

Toronto.

SUGAR.—The sugar market is very disturbed and there seem to be no stabilized quotations. St. Lawrence and Atlantic are quoted at $15.71, Acadia is holding at $16.71 and Dominion is down to $13.25. Wholesale prices are also varied.

St. Lawrence, extra granulated, cwt.	$15 71
Atlantic, extra granulated	15 71
Acadia Sugar Refinery, extra granulated	16 71
Dom. Sugar Refinery, extra granulated	13 25
Canada Sugar Refinery, granulated	16 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, $1; No. 2, $1.10; No. 3, $1.20.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons 50/2s, 70c. Yellows same as above.

Molasses Quiet

Toronto.

SYRUPS.—There is no change in corn or cane syrups. The market is steady. Molasses market is quiet with little buying noted. Buyers consider prices too high in view of the declines in sugar and are holding off, anticipating a reduction in quotations.

Corn Syrups —		
Barrels, about 700 lbs., yellow	....	0 08
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 15
Cases, 5-lb. tins, white, 1 doz. in case	....	6 85
Cases, 10-lb. tins, white, ½ doz. in case	....	6 55
Cases 2-lb. tins, yellow, 2 doz. in case	....	5 55
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 25
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 95
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	....
New Orleans, bls., gal.	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz. Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Rolled Oats Still Lower

Toronto.

CEREALS.—Rolled oats are reduced 20 cents per 90-lb. bag, bringing the price down to $4.25. Some wholesalers are quoting as low as $4.10 per bag. Rolled wheat in barrels has advanced 50 cents, now quoted at $7.75 per barrel. Manufacturers state that this advance just covers the increase in the cost of barrels.

	Single Bag Lots F.o.b.	Toronto
Barley, pearl, 98s	....	7 75
Barley, pot, 98s	....	6 25
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	....	5 50
Do., fancy yellow, 98s	....	5 75
Oatmeal, 98s	....	5 00
Oat Flour	....	....
Corn Flour, 98s	....	6 25
Rye Flour, 98s	....	6 25
Rolled Oats, 90s	....	4 25
Rolled Wheat, 100-lb. bbl.	....	7 75
Cracked wheat, bag	....	6 75
Breakfast food, No. 1	....	6 25
Do., No. 2	....	6 25
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	8 40
Blue peas, lb.	....	0 10
Marrowfat green peas	....	0 08¼
Graham Flour, 98s	....	6 00
Whole wheat flour	....	5 85
Wheat kernels, 98s	....	7 35
Farina, 98s	....	6 20

Package Goods Steady

Toronto.

PACKAGE GOODS.—Package cereals are holding steady. Manufacturers state that the high price of packages has a tendency to keep package goods at present levels for the present at least. Quaker Oats have been reduced to $5.80 per case, which brings this brand down to the same level as other brands. This reduction has been expected by the trade in view of the fact that other manufacturers reduced prices on package oats some six weeks past.

PACKAGE GOODS

Rolled Oats, 20s, round, case	5 60	5 80
Do., 20s, square, case	5 60	5 80
Do., 18s, case	2 00	2 12½
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	3 60
Cornstarch, No. 1, lb. cartons	....	0 11½
Do., No. 2, lb. cartons	....	0 10
Laundry Starch	....	0 09¾
Do., in 1-lb. cartons	....	0 10¼
Do., in 6-lb. wood boxes	....	0 13¼
Do., in 6-lb. tin canisters	....	0 14
Celluloid Starch, case	....	4 70
Potato Flour, case 20 1-lb. pkgs.	....	2 60
Do., case 24 12-oz. pkgs.	....	2 80
Fine oatmeal, 20s	....	6 80
Cornmeal, 24s	....	3 80
Farina, 24s	....	3 50

Barley, 24s		3 50
Wheat flakes, 24s		6 00
Wheat kernels, 24s		5 40
Self-rising pancake flour, 24s		4 00
Buckwheat flour, 24s		4 00
Two-minute Oat Food, 24s		3 75
Puffed Wheat, case		4 40
Puffed Rice, case		5 70
Health Bran, case		2 85
F.S. Hominy, gran., case		3 80
Do., pearl, case		3 80
Scotch Pearl Barley, case		2 90
Self-rising Pancake Flour, 30 to case		4 20
Do., Buckwheat Flour, 30 to case		4 20
Self-rising Pancake Flour, 36 to to case		7 15
Do., Buckwheat Flour, 18 to case		3 65
Do., Pancake Flour, 18 to case		3 65

Cream of Tartar Lower

Toronto.

SPICES.—Black peppers are reduced 2 cents per pound while white pepper is firm at unchanged quotations. Cream of tartar has declined, now quoted 70 cents to 75 cents per pound. The spice market generally is ruling fairly steady.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon		0 55
Cloves		0 65
Cayenne	0 35	0 37
Ginger, Cochin		0 35
Do., Jamaica		0 45
Mustard, pure		0 55
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices		0 30
Mace		0 75
Peppers, black		0 33
Do., white		0 45
Paprika, lb.	0 80	0 85
Chillies, lb.		0 60
Nutmegs, selects, whole, 100s		0 55
Do., 80s		0 60
Do., 64s		0 70
Do., ground	0 40	0 50
Mustard seed, whole		0 25
Celery seed, whole		0 40
Coriander seed		0 20
Carraway seed, whole		0 30
Turmeric		0 28
Curry Powder		0 40
Cream of Tartar		
French, pure	0 70	0 75
American high-test, bulk	0 70	0 75
2-oz. packages, doz.		1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Valencia Raisins Lower

Toronto.

DRIED FRUITS.—Another shipment of Spanish Valencia raisins is due to arrive on the market within the next week. This shipment is quoted at 22 1-2 cents per pound, a reduction of 2 1-2 cents per pound below the quotations on first shipment. Excelsior dates are quoted at $5.25 per case. Spot stock prunes from storage supplies are offered at reduced prices, 50-60 at 17 cents; 60-70 at 16 cents; 70-80 at 15 cents and 90-100 at 11 1-2 cents. New seeded raisins in 15 ounce packages are quoted at 28 cents.

Evaporated apples		0 15
Candied Peels, American—		
Lemon		0 48
Orange		0 50
Citron		0 80
Currants		
Greek, Filiatras, cases		0 16¾
Do., Amalias	0 18½	0 19
Do., Patras		0 22
Do., Vostizza		0 23½
Australians, 3 Crown, lb.		0 18
Dates—		
Excelsior, pkgs., 3 doz. in case		5 25
Dromedary, 9 doz. in case		7 25
Fard, per lb.		0 30
Hallowee dates, per lb.	0 16	0 18
Figs—		
Smyrna layers, 4 crown, lb.		0 26
Do. layers, 6 crown, lb.		0 30
Pulled figs, 5-lb. box, each		1 50
Prunes —		
30-40s, 25s		0 25½
40-50s, 25s		0 23½
50-60s, 25s		0 19½
60-70s, 25s		0 16½
70-80s, 25s		0 14½
80-90s, 25s		0 12½
90-100s, 25s		0 11¾
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy		0 46
Choice		0 42
Standard		0 34
Raisins		
California bleached, lb.		0 27½
Seedless, 15-oz. packets		0 29
Seeded, 15-oz. packets		0 28
Crown Muscatels, No. 1, 25s		0 26
Turkish Sultanas		0 26
Thompsons, Seedless		0 29
Valencia		0 25

Package Coffee Reduced

Toronto.

COFFEE.—The coffee market continues in an easy undertone. Some mills have reduced prices on their special blends 5 to 6 cents per pound. Barrington Hall soluble coffee medium size jars, are reduced to 49 cents and hotel size to $3.55. Bakerized Barrington Hall in one pound packages is reduced to 57 cents.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.		
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaice		0 53
Mocha, lb.		0 55
Rio, lb.	0 35	0 37
Santo		0 42

Package Tea Lower

Toronto.

TEAS.—Low grade teas contiue to glut the primary markets. Medium grades are holding fairly firm but the fine grades are scarcer than ever with prices higher. Brown label Salada tea has been reduced to 45 cents a pound, a drop of 15 cents. Red Rose crimson label is reduced 10 cents per pound. Other grades of both these brands remain unchanged. Blue Ribbon tea is reduced to 48 cents per pound, a drop of 12 cents. Lanka is reduced to 45 cents for pounds and 46 cents for halves.

Ceylons and Indians—		
Pekoe Souchongs	0 40	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes		0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

New Nuts to Arrive Lower

Toronto.

NUTS.—New shelled walnuts to arrive are quoted at 53 cents per pound, but new nuts are not expected to arrive much before Christmas. Spot stocks of shelled walnuts are offered at 60 cents per pound and it is expected in some quarters that supplies will be fairly well cleared up before new stock arrives. New shelled almonds are offered at 52 cents to arrive. Nuts in the shell are quoted at varied prices, every wholesaler having a different quotation.

Almonds, Tarragonas, lb.	0 19½	0 25
Walnuts, Bordeaux, lb.		
Walnuts, Grenobles, lb.	0 21	0 27
Do., Marbot		0 25
Do., California	0 39	0 40
Filberts, lb.	0 14	0 17
Pecans, lb.		0 28
Cocoanuts, Jamaica, sack		9 50
Cocoanut, unsweetened, lb.		0 35
Do., unsweetened, lb.		0 42
Do., shred		0 30
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.		0 34
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 52	0 57
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.		0 60
Peanuts, Spanish, lb.		0 17
Do., Chinese, 30-32 to oz.		0 13
Do., Java		0 14
Brazil nuts, lb.		
Pecans, lb.		1 15

Honey Down One Cent

Toronto.

HONEY.—The honey market has developed an easier tone with quotations on extracted down one cent per pound. The opinion is expressed in some quarters that honey will be reduced in price in view of the limited demand and the fact that other commodities such as butter and sugar are coming down.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
Honey, Extracted, white clover honey, in 60-lb. and 30-lb. tins, per lb.		0 25
Ontario, No. 1, white clover, in 5 and 10-lb. tins, per lb.		0 27

Rice Market Easy

Toronto.

RICES.—The rice market continues in an easy condition. Quotations on spot stocks generally are holding steady. Quotations on fancy Blue Rose rice has been reduced to 15 cents per pound.

Honduras, fancy, per 100 lbs.		
Do., broken		0 09½
Blue Rose, lb.		0 15
Siam, fancy, per 100 lbs.		
Do., second, per 100 lbs.		15 00
Do., broken, 100 lbs.		11 00
Japans, fancy, per 100 lbs.		0 18½
Fancy, Patna		17 00
Chinese, mats 50 lbs.		0 14½
Tapioca, pearl, per lb.	0 10	0 10½
White Sago	0 10	0 10½

Canadian Sardines Higher

Toronto.

CANNED GOODS.—Brunswick sardines have advanced to $7 a case. New canned pumpkin is quoted at $1.25 per dozen. Rose bud beets, new pack, are quoted at $2.45 per dozen. Standard peas are quoted at $1.75 per dozen. Jams are moving slowly and to stimulate sales one jobber is quoting Wagstaffe's strawberry 4's at $1.10 each.

Salmon—		
Sockeye, 1s, doz.		5 80
Sockeye, ½s, doz.		3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s		2 50
Choe, 1s, doz.		3 60
Do., ½s, doz.		2 00
Pinks, 1s, doz.		2 10
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.		1 72½
Peas, Standard, doz.		1 75
Do., Early June, doz.		2 00
Do., Sweet Wrinkle, doz.		
Beets, 2s, doz.	1 45	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.		2 00
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn	1 50	1 65
Pumpkins, 2½s, doz.		1 25
Spinach, 2s, doz.		1 95
Pineapples, sliced, 2s, doz.	4 90	5 25

Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., do.	....	4 75
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 43
Black Currants, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50
Gooseberry, 4s, each	....	1 43
Do., 16 oz., doz.	....	5 35
Peach, 4s, each	....	1 25
Do., 16 oz., doz.	....	4 80
Red Currants, 16 oz., doz.	....	5 50
Raspberries, 16 oz., doz.	....	5 35
Do., 4s, each	....	1 45
Strawberries, 16 oz., doz.	....	5 55
Do., 4s, each	....	1 50

Bean Market Weak

Toronto.

BEANS.—The bean market is in a weak condition with prices considerably lower than last year. The Japanese market is very depressed owing to financial conditions. Ontario 2 pound pickers are quoted at $4.90 per bushel. California limas are 12 1-2 cents per pound.

Potatoes Are Higher

Toronto.

VEGETABLES.—Potatoes have shown considerable strength during the week with quotations advanced to $2.50 and in some quarters as high as $2.75 per bag. What the future will be nothing can be learned with definiteness as dealers' opinions differ. There appears to be no real shortage of potatoes, but farmers are apparently storing larger quantities and buyers have to offer higher prices to get supplies. Other vegetables are plentiful at unchanged quotations.

Cabbage, Can., per doz.	....	0 50
Parsley, domestic, per 11-qt. bask.	....	0 50
Carrots, per 75-lb. bag	....	0 85
Turnips, per 75-lb. bag	....	0 85
Parsnips, bag	....	1 25
Onions, 100-lb. sack	1 60	1 75
Do., Spanish, large crate	....	6 00
Do., pickling	1 00	2 00
Green Peppers, hot, 11 qt. bskt.	....	0 60
Do., sweet, 11-qt. bskt.	....	0 75
Potatoes, per bag	2 50	2 75
Sweet Potatoes, hampers	....	2 75
Do., bbls.	....	8 00
Celery, crates, 6 to 7 doz.	....	5 50

Valencia Oranges Higher

Toronto.

FRUIT.—Valencia oranges have again advanced during the week, quotations are 50 cents to $1.00 higher. Cranberries are also higher, now quoted at $7.50 per half barrel box. Spanish Malaga grapes are quoted at $11.00 to $14.00 per barrel according to grade. Grape fruit is down 50 cents per case.

Oranges, Valencias		
126s	....	11 00
150s	....	11 50
176s, 200s, 216s	....	12 00
Bananas, Port Limons	....	0 11
Lemons, Cal., 240s	....	5 75
Do., Messinas, 300s	....	4 50
Grapefruit, 46s to 96s	....	5 75
Pears, Oregon, per box	....	6 50
Grapes—		
California Emperors, lugs	....	4 50
Do., drums	....	8 50
Malagas, bbls.	11 00	14 00
Apples, fancy Ontario in new barrels—		
Spies, No. 1s	7 00	8 00
Spies, No. 2s	6 00	7 00
Baldwins, No. 1s	6 00	7 75
Baldwins, No. 2s	5 00	7 25
Greenings, No. 1s	6 00	7 25
Greenings No. 2s	5 00	7 25
B.C. in boxes	....	3 85
Cranberries, ½ barrels	....	7 50
Pomegranates, half box	....	4 50

Flour May Be Lower

Toronto.

FLOUR.—The flour market has quite a weak tone with a tendency for lower prices.

FLOUR—		
Patent Firsts, in jute bags, per barrel	....	13 00
Do., seconds, in jute bags, per barrel	....	12 50

Millfeeds in Quiet Demand

Toronto.

MILLFEEDS.—With the wheat market tending easier and demand for feeds very light owing to the splendid condition of pasture it looks as though in order to move off the accumulating stocks of feeds that millers will reduce quotations.

MILLFEEDS—		
Shorts, per ton	....	45 25
Bran, per ton	....	40 25
Choice Middlings, ton	....	52 25

Some Lines Reduced

Toronto.

MISCELLANEOUS.—Chocolatta has been reduced and is now quoted as follows: 3 oz. size, $1.45 per dozen; 8 oz. size, $3.40 per dozen; 16 ounce, $6.75 per dozen and 5 pound drums $2.60 each. Some brands of jelly powders are reduced to $1.50 per dozen. Prepared icings are now $2.00 per dozen, a reduction of 35 cents. Kraft paper is reduced to 15 cents per pound. Macaroni, spaghetti and vermicelli are reduced to $4.80 per box for 16 ounce size and $3.10 for 8 ounce.

Soaps Down 50 Cents

Toronto.

SOAP.—Laundry soaps, such brands as Comfort, Taylors, Borax, Surprise, Gold, P & G, Sunlight and White Naptha are now quoted at $9.50, a reduction of 50 cents. Lifebuoy and Lux are down 40 cents, now quoted at $8.10 per case. Ivory soap, small size, is now $8.50, a reduction of 50 cents per case and large size is reduced 75 cents per case, now quoted at $14.25. La France Castile in boxes of 100 tablets is now $4.30 and boxes of 20 bars $6.10.

Catsup and Candles Higher

Toronto.

MISCELLANEOUS. — Libby's catsup is advanced to $2.95 per dozen. Paraffine candles are advanced to 21 cents per pound. Briar cut tobacco in tins is advanced to $1.35 per pound.

WINNIPEG MARKETS

WINNIPEG, Nov. 10.—The condition of the market in groceries as far as Winnipeg is concerned, is one of a more or less unsettled state. Sugar is still very weak, and prices uncertain from day to day. Syrups are unchanged and bulk cereals are at easier levels. Stocks of spices are reported as being not at all heavy, and dealers state that buying is very sparing. The market in dried fruits is quiet, but canned goods are showing a little more activity.

Sugar Quotations Lower

Winnipeg.

SUGAR.—The sugar market is in an unsettled condition. Granulated sugar is being quoted at $14.50 per cwt.

Syrups Are Unchanged

Winnipeg.

SYRUPS.—Since the decline in corn syrup last week there are no changes of any importance to report this week.

CANE SYRUPS—		
2-lb. tins, 2 doz. in case	....	7 85
5-lb. tins, 1 doz. in case	....	9 10
10-lb. tins, ½ doz. in case	....	8 55
20-lb. tins, ¼ doz. in case	....	8 35
CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 45
Cases, 5-lb. tins, white, 1 doz. in case	....	7 20
Cases, 10-lb. tins, white, ½ doz. in case	....	6 95
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 95
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 85
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 60
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 35
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	6 35
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz.	....	24 50
Pure, 10s, per case of ½ doz.	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

No Change in Starch

Winnipeg.

STARCH.—There has been practically no change in the starch market since the decline last week. Ground corn starch has declined one quarter of a cent per pound, making the present price $6.75 per one hundred pounds.

Cornstarch, 1-lb. pkgs., per lb.	....	0 10
Do., No. 1 quality, 1-lb. pkg.	....	0 11½
Gloss, 1-lb. pkgs., per lb.	....	0 12¼
Celluloid, 1-lb. pkgs., per case	....	4 85

Bulk Cereals Easy

Winnipeg.

CEREALS.—All bulk cereals are reported easier. The trade during the week is reported as showing a slight increase

in the demand for heavier breakfast foods.

PACKAGE CEREALS

Rolled oats, 20s, round cartons..	4 75	5 00
Do., 36s, case, square pkts.....	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case...	....	3 80
Puffed Wheat, 3 doz. case, case..	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Cream of Wheat, 3 doz. case, case.	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case..	....	3 75

BULK CEREALS

Rolled Oats, 80s, per bag	....	3 80
Do., 40s, per bag	....	1 97
Do., 20s, per bag	....	1 65
Do., 10-8s, per bale	....	4 65
Do., 15-6s, per bale	....	5 45
Oatmeal, 98s, gran. or stand., bag	....	5 50
Wheat Granules, 98s, per bag..	....	7 30
Do., 16-6s, per bale	....	8 00
Peas, whole, green, 100-lb. bag, per bush.	....	4 75
Do., split, yellow, 98s, per bag	....	8 45
Do., split, yellow, 49s, per bag	....	4 35
Beans, fancy, hand picked, 100 lb. bag, bushel	....	4 55
Do., Lima, 100-lb. bag, per lb...	....	0 15¾
Barley, Pot, 98s, per bag	....	5 50
Do., pearl, 98s, per bag.....	....	7 00
Cornmeal, 98s, per bag	....	4 00
Do., 24s, per bag	....	2 05
Do., 10-10s, per bale	....	5 10
Buckwheat grits, whole, 98-lb. bags, per bag	....	10 50

Tea Shows No Change

Winnipeg.

TEA.—The tea market remains practically unchanged and locally the demand has been very steady.

Coffee Market Firmer

Winnipeg.

COFFEE.—Since the advance of 3 cents per pound on Santos coffee the market is being well maintained. The primary market is reported very quiet.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Snatos, lb.	0 42	0 44
COCOA—		
In 1-lbs., per doz.	....	6 80
In ½-lbs., pe rdoz.	....	3 40
In ¼-lbs., per doz.	....	1 75
In small size, per doz.....	....	1 30

Spice Stocks Light

Winnipeg.

SPICES—Opinion is expressed that no quantities of spices of any great volume are on hand at the present time. Purchasers of spices are buying very sparingly until further date when conditions in the market are rectified.

Rice Market is Quiet

Winnipeg.

RICE—The rice market continues very quiet and buying is very dull. It is reported that the United States has grown sufficient rice this year to supply both herself and Canada for some time.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 14¾
Do., 50-lb. sacks, lb.	....	0 14⅞
Siam, Elephant, 100-lb. bags..	....	0 11½
Do., 50-lb. bags, lb.	....	0 11⅝
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 10½
Do., in less quantities, lb.	....	0 11¼
Tapioca, pearl, per lb.	....	0 08¾

Canned Goods Steady

Winnipeg.

CANNED GOODS.—The demand for canned goods is reported fair. Many of the new canned goods are now on the market and prices are little in advance of last year.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,.	9 35	12 00
Do., ½s, 8 doz. case, case.....	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz..	....	3 35
Do., ½s, 4 doz. case, doz....	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	5 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case..	....	22 00
Do., ½s, flat, 8 doz. in case..	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case....	....	16 25
Cohoe, 1s, tall, 4 doz. case...	....	18 00
Do., ½s, flat, 8 doz. case...	....	16 00
Pink, 1s, tall, 4 doz. case ...	....	9 50
Do., ½s, flat, 8 doz. case...	....	11 00
Humpback, 1s. tall, 4 doz. case	....	8 60

CANNED FRUIT (Canadian)

	Per case	
Apples, 6 tins in case, per case..	3 00	3 85
Blueberries, 2s, 2 doz. case	....	7 15
Cherries, 1s, 4 doz. case	8 25	9 00
Lawtonberries, 2s, 2 doz. case..	....	11 45
Peaches, 2s, 2 doz. case	7 00	7 65
Pears, 2s, 2 doz. case	8 30	9 00
Plums, Greengage, 2s, 2 doz. case	....	6 45
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 05
Raspberries, 2s, 2 doz. case...	10 50	11 00
Strawberries, 2s, 2 doz. case ...	9 75	10 00

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case	....	13 85
Peaches, 2½s, 2 doz. case	....	13 25
Peaches, sliced, 1s, 4 doz. case..	....	15 00
Do., halved, 1s, 4 doz. case ...	....	15 00
Do., 2s, 2 doz. case	....	10 00
Pears, 1s, 4 doz. case	....	17 00
Pineapples, sliced, 2s, 2 doz. case.	8 00	8 75

CANNED VEGETABLES

	Per case	
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	2 75
Beans, Golden Wax, 2s, 2 doz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case..	....	4 75
Corn, 2s, 2 doz. case	3 80	4 20
Peas, Standard, 2s, 2 doz. case	4 00	4 40
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2½s, 2 doz. case	....	7 00
Pumpkin, 2½s, 2 doz. case.....	....	3 00
Sauer Kraut, 2½s, 2 doz. case..	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz. case	4 00	4 60
Spinach, 2½s, 2 doz. case	6 75	7 25

Dried Fruits Are Quiet

Winnipeg.

DRIED FRUIT.—There has been very little buying of dried fruits reported as both wholesalers and retailers still maintain that the prices asked for same are still much too high.

DRIED FRUIT

Evaporated Apples, per lb.	....	0 18
Currants, 90-lb., per lb.....	....	0 22
Do., 8 oz. pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 20
Do., Tunis, bulk, lb.	....	0 26¾
Do., Package, 3 doz. case, lb...	....	0 15
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt....	....	0 35
Peaches, standard, per lb.	0 28	0 30
Do., choice, per lb.....	0 27½	0 28½
Do., fancy, per lb.....	0 32	0 33
Do., Cal., in cartons, per carton	1.56	1.62
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.....	....	0 30
Do., Cal., cartons, per carton.	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 28
40-50s, 25s, per lb.	....	0 26
50-60s, 25s, per lb.	....	0 23½
60-70s, 25s, per lb.	....	0 20¾
70-80s 25s, per lb.	....	0 19
80-90s, 25s, per lb.	....	0 17
90-100s, 25s, per lb.	....	0 16¾
In 5-lb. cartons, per carton ...	....	1 25
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Cal., bulk, seeded, 25-lb. boxes	....	0 28
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	....	0 23
Do., bulk., seedless, 25-lb. boxes, per lb.	....	0 27½
Apricots, choice, 25s, lb.....	....	0 45
Do., 10s, lb.	....	0 47
Do., Standard, 45s, lb.	....	0 40
Do., choice, 10s, lb.	....	0 42
Do., fancy, 45s, lb.	....	0 50
Do., do., 10s, lb.	....	0 52

Almond Market Is Easier

Winnipeg.

NUTS.—Shelled walnuts show no change since last week. Some very attractive prices have been offered on the new crop with shipments arriving the first of the year from France. It is reported that these prices will enable retailers to sell shelled walnuts at 60 to 65 cents per pound. Shelled almonds seem slightly easier. As the new crop has not reached this market it makes spot stocks a little more valuable than the market warrants. Shelled peanuts and brazils remain unchanged.

NUTS, SHELLED—		
Almonds, per lb.	0 54	0 58
Spanish Peanuts, No. 1, per lb.	....	0 19
Pecans, per lb.	....	1 10
Walnuts, per lb.	0 60	0 62
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb.	....	0 25
Almonds, per lb.	....	0 35
Filberts, per lb.	....	0 30
Walnuts, per lb.	0 25	0 35
Pecans, per lb.	....	0 32

MAIL ORDER MERCHANDISING

Continued from page 29

the mails as usual, it sent them in bulk to local representatives in some of the larger towns, who distributed them from house to house. The book consisted of about 100 pages. So far as can be learned it is not the intention to distribute the big general catalogue in this manner, as such would involve great advertising expense. But it must have taken considerable outlay to distribute broadcast even a catalogue of 100 pages.

"Apparently lavish use of advertising matter, however, can be justified by results when it comes from a house like Sears Roebuck or Montgomery Ward. One theory behind the distribution of direct-mail advertising matter is that it should not be sent until asked for. When a catalogue has attained an advertising prestige like those of the big mail-order houses this rule can be interpreted with liberality.

"These new moves of Montgomery Ward & Company, while not particularly spectacular or sensational, are important in that they indicate an unmistakable intention to get out of the beaten paths of mail order selling and to cultivate relations with the people as much as possible like those enjoyed by the regular retail store.

"Only a lineal descendant of Saint Thomas can have any doubts as to the intentions of the mail-order houses to take every legitimate means of furthering their interests even at the expense of radical and unprecedented changes in operating method. The readiness of an institution like Montgomery Ward to break away from tradition ought to be an incentive to the retailer to do likewise. He will have to do it sooner or later, anyway."

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B. C., Nov. 11.—Laundry soaps declined 50 cents per case, now quoted $9. The potato market is cause of much conjecture, but it is thought that the United States will not be in the market like last year, in fact during the last month 200 cars were shipped here from Washington, quotations are around $45 per ton. Fresh eggs are quoted 99 cents per dozen. Best butter 62 cents and New Zealand 63 cents. Beef $13.15 per hundred. Lamb $28. Mutton $26. Pork $29 per hundred. Sacked vegetables average $1.75. Apples are unchanged. Grape fruit $6 per case. Oranges $12.50 and lemons $6.50.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Nov. 11.—A reduction of 25 cents on twos and 35 cents is announced on B.C. syrup. Sugar is down $1 per hundred. Crisco is lower by 35 cents per case. Rolled oats are down 20 cents per bag. Paper bags are down 10 per cent. Gold and Sunlight soaps are reduced 50 cents per case. Lux is down 40 cents per case. Pearline and Sopade are down 25 cents per case. Advances have been made on matches, about 60 cents per case. Gold Dust is up 25 cents per case. One line mince meat is up two cents per pound.

Flour, first patents, bbl.	....	13 80
Do., second patents, bbl.	....	13 60
Beans, B.C.	7 25	7 50
Rolled oats, 80s	....	4 05
Rice, Siam	11 85	12 50
Japan, No. 1	13 50	14 50
Tapioca,	8 25	9 00
Sago	8 25	9 00
Sgar, pure cane, gran., cwt.	....	17 22
Cheese, No. 1, Ont., large	0 31¼	0 32
Alberta cheese, twins	....	0 30
Do., large	....	0 29½

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Nov. 11.—The general trend of the markets is downward. One sugar refinery has reduced prices $1.40 per hundred. Butter and cheese are slightly lower. Eggs have advanced 10 cents per dozen. Latest shipment of lemons is lower, now quoted $8 per case. Rice has taken a decided slump during the week. Canned peaches are slightly lower while all kinds of salmon have dropped considerably. Rolled oats are quoted $5.35, a drop of 15 cents per bag.

Flour, No. 1 patents, bbl.	....	11 50
Cornmeal, bags	....	4 50
Rolled oats, per bag	....	5 35
Rice, Siam, per 100 lbs.	....	11 00
Tapioca, 100 lbs.	....	17 00
Molasses (extra fancy Barbadoes)	....	1 40
Sugar, standard, granulated	....	16 60
Do., No. 1, yellow	....	15 50
Cheese, Ont., twins	....	0 30
Eggs, fresh, doz.	....	0 65
Lard, compound	....	0 24¼
Lard, pure, lb.	....	0 32½
American clear pork, per bbl.	....	52 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 52
Hams, aver. 9-12 lbs.	....	0 46
Do., aver, 12-18 lbs.	....	0 46
Do., aver. 18-25 lbs.	....	0 44
Roll bacon	....	0 35
Butter, creamery, lb.	....	0 57
Do., creamery solids	0 61	0 62
Do., dairy, per lb.	....	0 53
Do., tubs	....	0 50
Raspberies, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 30
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 05
Apples, gal., N.S., doz.	....	5 25
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases.	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated Apples, per lb.	....	0 17
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	1 75	2 00
Beans, white	....	5 00
Do., yellow eye	....	8 00
Bananas, lb.	....	0 11½
Lemons, Cal.	....	8 00
Oranges, 100s	....	9 00
Do., 200s	....	11 30
Grapefruit. Cal., case	....	11 50
Apples—		
Kings, No. 1	....	7 00
Do., No. 2	....	6 50
Do., Dom.	....	5 55
Do., No. 3	....	4 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Nov. 11.—Most staples continue with a downward tendency. Dealers are expecting lower prices and are buying only small quantities. Flour has been reduced to $14.45. Ordinary corn meal is easier, now selling at $3.30. Granulated sugar is reduced to $14.10 and yellow at $13. Compound lard is lower. Potatoes are quoted $3.25 to $3.50 per barrel.

Flour, No. 1 patents, bbls., Man.	....	14 45
Cornmeal, gran., bags	....	5 50
Cornmeal, ordinary	....	3 30
Rolled oats	....	11 00
Rice, Siam, per 100 lbs.	12 00	12 50
Tapioca, 100 lbs.	15 00	16 00
Molasses	1 25	1 30
Sugar—		
Standard, granulated	....	14 10
No. 1, yellow	....	13 00
Cheese, N.B.	0 29½	0 30
Eggs, fresh, doz.	0 75	0 80
Do., case	0 68	0 72
Lard, pure, lb.	0 32½	0 32¾
Do., compound	0 22½	0 22¾
American clear pork	54 00	55 00
Tomatoes, 2½s, standard, case.	....	4 20
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 48	0 52
Butter, creamery, per lb.	0 70	0 72
Do., dairy, per lb.	0 65	0 68
Do., tub	0 58	0 60
Peaches, 2s, standard, case.	7 45	7 50
Corn, 2s, standard, case.	....	3 60
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case.	....	....
Potatoes, per bbl.	3 25	3 50
Sugar, standard, granulated	....	14 00
Do., No. 1, yellow	....	13 00

EXPENSE AND PROFIT

(Continued from page 31.)

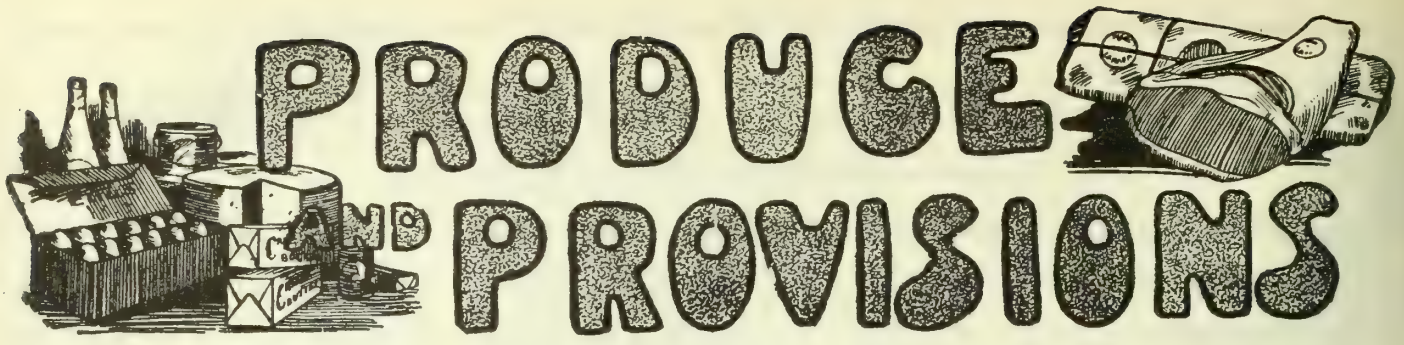
add 25 per cent. margin on selling price, or make it 17c the pound retail. I sincerely thank you for the suggestions."

When we consider that this man runs a very large fruit department and that when he wrote to me he was unable to determine whether he was making ends meet on bananas and was up a tree on several other questions, we can see what that banana study probably has meant to him.

Yet I think he has not followed it to its logical conclusion. For if you take the billed cost of $3.96 and divide it by 30—as you should, omitting the six tenths of a pound for an extra buffer—you will get a cost of 13.2c the pound. Then figure that at 25 per cent. on sales and you will have 17.6c. That will yield a safe price of 18c, 2 pounds for 35c, and not 17c.

It is just such little fractions as this that cheat a man out of his net earnings. If you consider that it takes three sales, about, to get a dollar into your till, you will see what can happen if you are a bit careless of slight fractions. For thus a man doing $100,000 business has 300,000 transactions in a year. If, by careless figuring he drops only ½ cent of possible earnings on each sale, he is out $1,500 in a year; and $1,500 one way or the other equals 1½ per cent. made or not made on the $100,000 business.

In the abstract we know that trifles are important to us, but in the concrete we are careless with them just the same. We feel, most of us, that "it is too much trouble" to figure down to "too fine a point." But if you will acquire the habit of figuring down to the minutest fraction very soon you will have learned many figures which you can put into harness without further calculation. Like other "hard" jobs, it gets to be easy when resolutely tackled.



Some Things to Remember When Making Shipments of Poultry

Shippers Should Make it a Point to See That the Shipping Crates They Use Are in Good Condition—Watch the Time of Shipment

Written Especially for Canadian Grocer

WHEN shipping poultry to market shippers should make it a point to see that the crates are in good condition, so that they are not liable to come apart while in transit, as they are roughly handled sometimes. The coops should also be high enough to allow whatever kind of poultry is shipped room enough to stand up. Low coops should not be used, it not alone being cruel, but a great deal of poultry is lost every year by suffocation. For turkeys, higher coops than for chickens should be used.

Coops may be loaded heavier in cold weather than in hot weather. Do not overcrowd the coops. Putting in too much stock at any time is wrong, but in hot weather especially do not crowd too much stock into a coop. This should be carefully attended to in order to prevent as much shrinkage as possible. In hot weather do not put more than one hundred pounds of live old hens in a regular coop, in cold weather about one hundred and twenty pounds. For spring chickens when small, about fifty to sixty pounds and large, about seventy to ninety pounds.

Keep different stock separate as much as possible. If a shipper has sufficient stock to fill coops, it is best to ship the hens, spring chickens, roosters, turkeys, ducks and geese separately. Of course, if a shipper has not enough stock of each kind to fill a coop separately mixed coops can be sent.

Spring chickens weighing less than one pound should not be shipped, as they become a drug on the market. Pound and one-half to two pound chickens sell best, and later on in the season over two pound weights are preferred. Early in the fall when chickens first come in, some small chickens will sell, but soon as chickens begin to be plentiful then the small ones are not wanted. Later in the fall, when chickens are bought to place in the cold storage, one and one-half pounds to two pounds are preferred, so take it the year round, two pound stock or as near to the two pound as possible sells best.

Dark feathered ducks are not as desirable as the light feathered, chiefly for the reason that they do not dress out as white and clean as the white feathered stock.

Watch Time of Shipment

Poultry should be shipped so as to arrive on the market from Monday to Saturday. Receipts generally increase towards the end of the week, and the shippers should be careful not to ship poultry that arrives Saturday night or Sunday morning, as they do not deliver express on Sunday and the live poultry stands all day Sunday without feed until Monday morning. Result is that the chickens will shrink more than they should.

Tags with the name of the shipper and the name of the concern to whom the poultry is shipped should be tacked on the end of the coops. Tack two tags, one on each end, so that if one gets destroyed the other is likely to remain all right.

Never tack the tags on the top of the coops. Be sure to write your name and address on the tag. Your name alone or the town alone, will not be sufficient, as the receiver could not tell to whom they were to send payment for the stock unless the name and address was on the tag.

If the country shipper should not care to purchase crates the following directions to shippers wishing to make their own crates will be of benefit:

Coops should be forty-eight inches long, thirty inches wide, twelve inches high for chickens and ducks and fifteen to eighteen inches high for turkeys and geese.

In the handling of poultry, one must remember that live poultry should receive the same careful attention as would be given a valuable horse, dog or other creature. Live chickens require clean feeding troughs and clean water, the same as a human being, also they need plenty of sunshine and fresh air, the more they get the better it will be for them.

Later on in the season, when the weather is colder and it will be safe to ship dressed poultry, the following suggestions will be of interest:

Should Fast Before Being Killed

Killing.—In the first place, the poultry should be kept from feed from twelve to twenty-four hours before killing. Hang birds up by their feet on string. Kill by bleeding in the mouth or opening the veins of the neck. Don't cut off head. It is a good idea to put a hook with a weight on it in the bill of heavy birds like turkeys and geese, to prevent the bird from fluttering and spattering blood all round, leaving the feet and head on. Do not draw either crops or intestines.

Animal heat.—One of the most important things in dressing poultry is to cool out poultry thoroughly after it is dressed. The birds should be hung up or laid on a rack in a cool airy place for six or eight hours or over night. Never pack dressed poultry for shipment until you are absolutely sure the animal heat is entirely out of the body.

How to Dress Turkeys.—The way to tell whether a bird is fat enough for market is to pick it up by the legs, ruffle back the feathers on the haunches, so you can see the skin, and if the bird is not fat it will show up thinner on the haunches than any other place. Throw back the thin birds; give them plenty of feed and save them for a later market. Always dry pluck turkeys. Kill them as noted above. The wing and tail feathers should be plucked first

as they are the hardest ones to pull. Don't give them a straight pull as that sets them; they some out easier with a twist. Pick cleanly, being careful not to tear the skin. Do not leave wing feathers on, pluck all feathers.

To Dress Ducks and Geese.—The best way to dress your ducks and geese is to scald pick them; the water should be at the boiling point; birds should be held by their heads and dipped in the water eight or ten times until the water penetrates through **to the skin.** Don't pluck any feathers while birds are alive, as if this is done, the skin shows up rough and bloody after they are dressed, giving them a very unsightly appearance. If you dry-pick ducks and geese, don't singe the body to remove the downy substance, as singing gives the birds an oily appearance and they don't look attractive to the buyers.

How to Dress Chickens.—Hang up by both feet. Kill by sticking sharp knife into mouth of bird far enough to pierce the brain, then giving knife a little twist so blood will run freely. When brain is pierced the bird is rendered unconscious and thus the feather muscles are released. Drypick immediately while bird is bleeding as feathers will come off easily at that time. Spread out wing feathers in hand, grasp firmly and you can pull all of them out at one time. Pick cleanly, dry-cool for ten hours to get out animal heat. Then pack for shipment.

Packing.—It is very important that you pack poultry snugly so it can't move around and get bruised. Pack in barrels or boxes, but be sure they are well secured and strong packages, so they won't be broken open in transit, causing a loss to you.

It takes from forty to fifty days to fatten turkeys. During the first twenty days a ration of mash should be given them. They should get as much as they like, however making it a point to prepare only enough for one meal at a time. Mash may be best made of corn meal, oats and barley. If possible feed them plenty of grain, feeding them two or three times a day; in feeding them with mash, include a little fine gravel in the mash. Plenty of fresh water should be procurable at all times. Towards the end of the fattening period, scraps of cooked meat may be added to ration. Female turkeys fatten quicker and easier than male turkeys.

TOBACCO ACREAGE INCREASED

The crop reporting service of the U. S. Department of Agriculture has prepared a statement of the statistics for this crop which shows that there is 5 per cent. more acreage in tobacco this year than in 1919, an increase of 27,000 acres planted in tobacco. The condition of the crop at the time of the harvest is 86 per cent. perfect, as compared with 65 per cent. last year. The average yield per acre last year was 560 pounds, and this year it is estimated that it will be 705 pounds.

B. C. Fresh Fall Salmon Now Selling on Eastern Market

Being Brought Through From the Coast in Refrigerator Cars—Arriving in as Fresh and as Good Condition as When Taken From Water

By D. B. DRYSDALE

FOR the first time in the history of the fish business in Toronto, British Columbia fresh fall salmon, headless and dressed, have been brought through from the Coast in refrigerator car lots. These fish are still arriving at intervals of twenty-four hours and are as fresh and in as good condition as when taken from the water at the Coast.

There has been such a heavy demand for these that orders to the producers have been better than doubled.

Fresh whitefish as is usual at this season of the year have been very scarce and wholesalers cannot give any guarantee as to delivery.

Trout has been very plentiful, and although they are extra fine at this season of the year, there has not been a good demand for them. The best in years of pure skinless cod is on hand in great quantities and is offered in case lots of 100 pounds at 15 cents.

There is a growing demand for all kinds of smoked fish. Holland and Labrador herrings in kegs and barrels are moving briskly. Haddock is being offered freely. Cod and mackerel like all other fish are subject to weather conditions and other interruptions which sometimes affect delivery.

Oysters are still slow in moving, most business being done with the restaurant trade. In the meantime wholesalers can only wait for better weather conditions.

British Government Revises Sockeye Salmon Prices

Vancouver (Special).—The British Government having revised their prices upward on their canned sockeye, and removing control of the other grade salmon, a movement of salmon started from the Pacific Coast. This, it is claimed, would have made more progress had not transportation difficulties and less favorable exchange been against it. As it is several fair-sized parcels of pink salmon were bought by British buyers; probably the major portion of which is destined for the Continent. The maximum prices to the British retailer were revised on half flats sockeye from 104 shillings to 130; one pound talls, from 82 shillings to 96; one pound flats from 92 shillings to 96. The price is now the same on talls and flats in pounds.

The British authorities consider that either Alaska reds or Siberian sockeye packed by the Japanese can be bought to sell at these figures also.

It has been in the past that the wholesalers, and probably many retailers, have made a practice of ordering a great deal more sockeye than they expected to get. Sometimes the shortage has necessitated deliveries of only 10 per cent. all around on the orders booked. This practice cannot help but make for higher prices. The demand seems to be so much in excess of the supply available that higher prices are asked and paid. To such an extent has this practice been general that it has almost become legitimate. So much so that one Eastern jobber sent a signed order to a coast packer for 1,000 cases of ———— brand sockeye, and typed on the face of his order (delivery not more than 50 per cent.). He wanted to be pro rated on the basis of 1,000 cases ordered, but only wanted at the outside 500 cases. This is almost in line with the practice of some brokers who with firm orders for a good-sized order of dried fruit, will wire an inquiry to all the packers in San Francisco; he probably succeeds in strengthening the market in which he has to buy considerably.

BELGIUM RAISING SUGAR BEETS

The production of wheat and potatoes in Belgium this year will probably decrease, according to the American Consul at Brussels. The establishment of fixed prices by the Government has forced the farmer to sell these two staples at prices much less than could easily be obtained on the open market.

The farmer has received such a small return for the amount of labor expended that he has begun to raise products which are not subject to price regulations and from which he may expect an adequate reward. Flax and sugar beets are therefore being developed intensively as the demand for both products is tremendous.

The Vera Trading Co., of Vera, Sask., has closed out its general store business, and the estate is being wound up by the Assiniboia Trust Co., of Winnipeg, assignee for the above estate.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Nov. 12—The feature of the produce market this week is the easier prices on fresh meats. There are some changes in the price of pork this week, but it is not as evident as the reductions in the price of beef, which shows many reductions. The cause of these changes is mainly the better supply of cattle and hogs being offered. Beef cattle from the West are being brought in, however, to supplement local supplies which show only a slight improvement. Smoked meats, particularly hams, are reduced in price as a result of easier prices on pork. Creamery butter shows a stronger market this week with an improved demand. Eggs take another jump in price and are now selling at 80 cents per dozen. Halibut is very nearly off the market, due to the closing of the season for that fish, as is also the case with whitefish and doree. Oysters are in very good supply with an equally good demand. Lard and shortening are holding firm in price.

Lower Prices on Pork

Montreal.

FRESH MEAT.—The fresh meat market has certainly a downward tendency this week. In view of the supply of poor grade of cattle arriving from the West easier prices are found in some lines of fresh meat. Hind quarter of beef is a little cheaper and also hips. Quotations on hogs are easier this week and downward tendencies are shown throughout the market. This is resulting in lower prices on dressed meat. It is expected that still lower prices will be given within the next week. The market for beef is not as well supplied as has been expected, but the supplies from the West are easing prices up here.

FRESH MEATS

Hogs, live (selects)	0 18½	0 19
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 30	0 31
Fresh Pork—		
Legs of pork (foot on)	0 34	0 35½
Loins (trimmed)	....	0 41
Bone trimmings	....	0 31
Trimmed shoulders	0 31	0 34
Untrimmed	....	0 27½
Pork sausage (pure)	....	0 25
Farmer Sausage	....	0 20
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18

Fresh Beef—

(Cows)			(Steers)	
$0 18	$0 25	..Hind quarters..	$0 22	$0 30
0 10	0 14	..Front quarters..	0 10	0 16
0 24	0 36	..... Loins	0 30	0 43
0 16	0 20	..... Ribs	0 16	0 30
0 10	0 14	.... Chucks	0 10	0 16
0 22	0 25	..... Hips	0 24	0 25

Calves (as to grade) 0 18 0 30

Smoked Meats Are Lower

Montreal.

SMOKED MEAT.—In sympathy with the lower prices on pork the market for smoked meats is weaker this week. Quotations as given below hold in general but prices are easier than they have been and further changes may be expected within a week if the market keeps as well supplied as it is at the present time. The demand for smoked meat just at this season is falling off and at the same time the supply is better than it has been for some time. Smoked hams are reduced in price this week, amounting to from one to two cents a pound, and in one case the reduction amounts to five cents a pound.

BACON—		
Breakfast, best	0 46	0 47
Smoked Breakfast	0 46	0 47
Cottage Rolls	....	0 38
Picnic Hams	....	0 32
Wiltshire	0 44	0 47½
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 39
Do., 14-20	....	0 39
Do., 20-25	....	0 30
Do., 25-35	....	0 30
Over 35 lbs.	....	0 29

Cooked Meats Quiet

Montreal.

COOKED MEATS.—The market for cooked meat is rather weak with easier prices in some lines. The demand is falling off due to the colder weather and easier prices are looked for especially in view of the fact that there is a better supply of meat on the market now than there has been for some time.

Jellied pork tongues	....	0 45
Jellied pressed beef, lb.	....	0 36
Ham and tongue, lb.	....	0 42
Veal	....	0 35
Hams, cooked	0 61	0 68
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Shortening Prices Hold

Montreal.

SHORTENING.—The shortening market holds firm in sympathy with the strength of the lard market. There is no change in quotations this week.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 24½
Tubs, 50 lbs., per lb.	....	0 25
Pails, 20 lbs., per lb.	....	0 25¼
Bricks, 1 lb., per lb.	0 27	0 27¼

Barrelled Meats Easier

Montreal.

BARRELLED MEATS.—The market for barrelled meats is directly affected by the lower and weaker market for both pork and beef. It is expected that within a few days new quotations will be made on barrelled meats. The local demand is not large but the export trade is picking up.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	....	57 00
Clear fat backs (bbl.), 40-50 pieces	....	49 00
Heavy mess pork (bbl.)	....	39 00
Plate Beef	....	25 00
Mess Beef	....	23 00

Fresh Eggs Are Higher

Montreal.

EGGS.—The price of eggs still soars. Strictly fresh eggs are now quoted at 80 cents per doz., which is almost a record price for this time of the year. Eggs of the number one quality are still quoted at 60 cents. The demand for eggs is said to be particularly large on account of the high price of meat, but gradually these prices are easing off and this may mean a slight decrease in the demand for eggs.

Strictly fresh	....	0 80
Selects	....	0 68
No. 1	....	0 60

Lard Prices Hold Firm

Montreal.

LARD.—There is not much change in the condition of the market for lard. Business in lard is almost all for small lots for domestic use. The lard market holds firm at the high prices quoted and there is no change expected or no signs shown of any weakness for the near future.

LARD—		
Tierces, 360 lbs.	....	0 31
Tubs, 60 lbs.	....	0 31½
Pails, 20 lbs.	....	0 31¾
Bricks	....	0 32

Cheese Prices Unchanged

Montreal.

CHEESE.—There is no change in the cheese market this week. Local prices are unchanged and the export business shows a little more activity.

CHEESE—		
New, large, per lb.	....	0 28
Twins, per lb.	....	0 28
Triplets, per lb.	....	0 28
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	0 34	0 35
Quebec	0 28	0 29

Butter Market Unchanged

Montreal.

BUTTER.—The butter market shows a little more strength this week. The demand is improving and with it prices become a little higher. The best creamery butter is now being sold at 55 and 56 cents per pound. Dairy butter, for which there is only a limited demand, is selling at various prices, averaging 50-52 cents per pound.

BUTTER—		
Creamery prints, qual., new	....	0 56
Do., solids, quality, new	....	0 55
Dairy, in tubs, choice	....	0 50
Do., prints	....	0 51

Halibut Season Almost Over

Montreal.

FRESH FISH.—The fiish dealers announce that there will be no fresh halibut offered this week as the season is very nearly over. This applies also to

whitefish and doree. Salmon, also, is very scarce due to the very stormy weather on the Pacific coast which is hindering fishing. Bulk and shell oysters are in very good supply, but the oysters packed in jars seem to be increasing in popularity as more companies are now offering their supply packed in that style.

FRESH FISH		
Haddock	....	0 07
Steak cod	0 10	0 11
Market cod	....	0 06½
Mackerel	....	0 18
Flounders	....	0 10
Live Lobsters	....	0 60
Salmon Cohoes	0 25	0 30
Shad	....	0 18
Gaspé salmon	....	0 40
Halibut	....	0 27
Gaspereaux, each	....	0 05
Whitefish	....	0 21
Lake Trout	....	0 21
Brook trout	....	0 50
Pike (dressed)	....	0 14
Perch	....	0 15
Fresh eels, per lb.	....	0 15
Fresh herrings, each	....	0 07
Doree	....	0 20
Fresh Herrings	....	0 06
Steak Pollock, dr. per lb.	....	0 07
FROZEN FISH		
Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	....	0 23
Mackerel	0 15	0 16
Pike, headless and dressed	....	0 14
Market Cod	0 06	0 06½
Sea Herrings	0 06	0 07
Salmon dr., Spring	....	0 28
Salmon, Cohoes, round	....	0 23
Salmon, Qualla, hd. and dd.	....	0 13
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Sardines, half barrel	....	6 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 50
Boneless cod (20), per lb.	0 16	0 20
SMOKED		
Finnan Haddie, 15-lb. box.	....	0 14
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35
BULK OYSTERS		
Standard, No. 1, can	....	3 00
Do., No. 3, can	....	8 75
Selects, No. 1, can	....	3 50
Selects, No. 3, can	....	10 50

ONTARIO MARKETS

TORONTO, Nov. 12.—Live hogs are again reduced, the market is weak and further declines are anticipated. Fresh pork cuts are down one cent per pound. Fresh beef cuts for the best grades are holding at firmer figures while the lower grades show declines. All smoked meats are down one to two cents per pound. Butter is easy with quotations on the best grades unchanged and the lowest grades show a reduction. New laid eggs are scarce and quotations firmer. Several cars of United States eggs have arrived during the week for local consumption with the market for this grade holding firm. Lard and shortening are easy and quotations are reduced one to two cents per pound. Fish is arriving freely under a fair demand. Poultry receipts have been lighter during the week and dealers have advanced their prices. Quotations to the trade on heavy fowl are advanced two cents per pound.

Dressed Pork Lower

Toronto.

FRESH MEATS.—Live hogs have shown further reductions during the week which makes a decline of $3.00 per hundred since two weeks ago. Packers intimate that another dollar will be knocked off this week. Fresh pork cuts are all reduced one cent per pound. Fresh beef cuts for the best grade is holding firm but the poorer grades are lower. Dressed calves are lower. Spring lamb is up one cent per pound.

FRESH MEATS		
Hogs		
Dressed, 70-100 lbs., per cwt.	24 00	26 00
Live, off cars, per cwt.	....	17 50
Live, fed and watered, per cwt.	....	17 25
Live, f.o.b., per cwt.	....	16 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 38
Loins of pork, lb.	....	0 45
Fresh hams, lb.	....	0 39
Tenderloins, lb.	....	0 65
Spare ribs, lb.	....	0 21
Picnics, lb.	....	0 27
New York shoulders, lb.	....	0 33½
Boston butts, lb.	....	0 38
Montreal shoulders, lb.	....	0 32½
Fresh Beef from Steers and Heifers—		
Hind quarters, lb.	0 22	0 25
Front quarters, lb.	0 13	0 16
Ribs, lb.	0 22	0 28
Chucks, lb.	0 13	0 16
Loins, whole, lb.	0 25	0 35
Hips, lb.	0 18	0 23
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 25	0 28
Spring lamb, lb.	0 25	0 27
Sheep, whole, lb.	0 12	0 18
Above prices subject to daily fluctuations of the market.		

Smoked Meats Decline

Toronto.

PROVISIONS.—Smoked hams show a decline of two cents per pound while all grades of smoked bacon are one cent per pound lower. The market is weak following the lower trend of the hog market.

Hams		
Small, 6 to 12 lbs.	....	0 45½
Medium, 12 to 20 lbs.	....	0 45
Large, 20 to 35 lbs, each, lb.	....	0 41½
Heavy, 25 to 35 lbs.	....	0 35½
Heavy, 35 lbs. and upwards	....	0 32½
Backs		
Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 59	0 63
Rolled, per lb.	0 66	0 69
Bacon		
Breakfast, ordinary, per lb.	0 45	0 47
Breakfast, fancy, per lb.	0 48	0 56
Breakfast, special trim	....	0 61
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	....	0 41
Wiltshire, three-quarter cut	0 43	0 45
Wiltshire, middle	....	0 47
Dry Salt Meats		
Long clear bacon, av. 50-70 lbs.	....	0 30
Do., av. 80-90 lbs.	....	0 28
Clear bellies, 15-30 lbs.	....	0 31½
Fat backs, 10 to 12 lbs.	....	0 24
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess Pork, 200 lbs.	....	39 00
Short cut backs, 200 lbs.	....	55 50
Pickled rolls, bbl. 200 lbs.:—		
Lightweight	....	66 00
Heavy	....	60 00
Above prices subject to daily fluctuations of the market.		

Cooked Meats Unchanged

Toronto.

COOKED MEATS.—There is no change in cooked meat quotations but the tendency is for a receding market in view of the easy condition of hogs and cattle.

Boiled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	....	0 54
Head cheese, 6s, lb.	....	0 17
Choice jellied ox tongue, lb.	....	0 66
Jellied calves tongue	....	0 52
Ham bologna, lb.	....	0 20
Large bologna, lb.	0 17	0 18
Spice beef, lb.	....	0 32
Above prices subject to daily fluctuations of the market.		

Butter Continues Easy

Toronto.

BUTTER.—The butter market continues easy with no price changes on the better grades. The lower grades, however, have been reduced two cents per pound.

BUTTER—		
Creamery, prints	0 55	0 59

New Laid Eggs Scarce

Toronto.

EGGS.—The egg market is holding firm at unchanged quotations. Several cars of United States storage eggs arrived during the week for local consumption. Fresh new laids are scarce and prices are slightly firmer.

EGGS—		
Selects	....	0 70
No. 1 candled	....	0 64
New-laid in cartons	....	0 85
Prices shown are subject to daily fluctuations of the market.		

Cheese Quotations Hold

Toronto.

CHEESE.—The cheese market is holding fairly steady at unchanged quotations.

CHEESE—	
Large, per lb.	0 27
Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.	

Lard Down Half Cent

Toronto.

LARD.—The lard market is easy with quotations down half cent. One pound prints are quoted at 31 cents. Tierces are 29 cents per pound with 1-2 cent higher for tubs.

LARD—	
1-lb. prints	0 31
Tierces, 100 lbs.	0 29
In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.	

Shortening Down Two Cents

Toronto.

SHORTENING.—The shortening market is ruling easy. Quotations have been reduced two cents per pound on prints now quoted at 25 cents. Tierces are reduced 2 3-4 cents, now quoted 20 cents per pound.

SHORTENING—	
1-lb. prints	0 25
Tierces, 100 lbs.	0 20
In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.	

Margarine Unchanged

Toronto.

MARGARINE. — The demand for margarine is quiet with quotations on the best grade holding at 36 cents per pound,

MARGARINE—	
1-lb. prints, No. 1	0 36
Do., No. 2	0 35
Do., No. 3	0 30
Nut Margarine, lb.	0 33 0 35

Lake Fish Scarce

Toronto.

FISH.—There is a scarcity noted for fresh lake fish but otherwise fish of all descriptions are arriving freely. Holland herrings in ten pound kegs are now being offered. Fresh herrings are quoted at 9 to 10 cents per pound. Fresh fall salmon from British Columbia is in good demand and quoted at 10 to 11 cents per pound. Smoked ciscoes are quoted at 22 cents per pound.

FRESH SEA FISH		
Cod Steak, lb.	0 11	0 12
Do., market, lb.	....	0 09
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 18	0 19
Do., mediu m	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	0 09	0 10
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 17	0 18
Fall Salmon	0 10	0 11
Oysters—		
No. 1 tins	....	4 20
No. 3 tins	....	12 30
No. 5 tins	....	20 00
Glass jars, doz.	....	6 50
FROZEN FISH		
Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 12
Flounders	0 10	0 11
Pike, round	....	0 08
Do., headless and dressed	....	0 09
Salmon, Cohoe	....	0 23
Do., Red Spring	....	0 28
Sea Herring	0 07½	0 08
Brill	0 10	0 11
SMOKED FISH		
Haddies, lb.	0 12	0 13
Fillets, lb.	....	0 18
Kippers, box	2 25	2 75
Bloaters	....	3 00
Boneless Digbys, box	....	2 00
Bundles, Digby	....	1 20
Ciscoes, lbs.	....	0 22
PICKLED FISH		
Labrador Herrings, kegs, 100 lbs.	....	6 50
Do., bbl., 20 0lbs.	....	12 00
Do., pails, 20 lbs.	....	2 25
Salt Mackerel, 20-lb. kit	....	3 25
Do., kegs, 100 lbs.	....	15 00
Holland Herrings, Milchers	....	1 35
Do., mixed	....	1 25
DRY SALT FISH		
Quail on Toast, 24 pks. to case, lb.	....	0 16
Shredded Cod, per box	....	2 40
English Strip Cod, 30-lb. box	....	6 00
Imperial Strip Cod, 25-lb. box, lb.	....	0 15
Skinless Cod, 100 lbs., lb.	....	0 15

Poultry Prices Higher

Toronto.

POULTRY — Receipts of poultry have been much lighter during the week and dealers have advanced their prices. Dealers are of the opinion that this condition is only temporary and that supplies will shortly be again arriving freely. Quotations to the trade for heavy fowl have been advanced two cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	-$0 35	-$0 40
Roosters	- 0 17	- 0 20
Fowl, over 5 lbs.	- 0 28	- 0 30
Fowl, 4 to 5 lbs.	- 0 23	- 0 27
Fowl, under 4 lbs.	- 0 16	- 0 20
Ducklings	- 0 28	- 0 30
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live	- 0 25	- 0 30

Prices quoted to retail trade—

	Dressed	
Hens, heavy	0 30	0 32
Do., light	0 26	0 28
Chickens, spring	0 30	0 35
Ducklings	0 30	0 35

WINNIPEG MARKETS

Hogs Are Selling Lower

Winnipeg.

HOGS.—Selected hogs are reported lower this week and are being quoted at $16.50 per cwt. There has been no change in the fresh pork situation and prices remain unchanged. Hams declined a cent a pound and are now being quoted at 28½ cents to 35½ cents, according to weight.

HOGS—	
Selected, live, cwt.	16 50
Heavy, cwt.	13 50
Light, cwt.	13 50
Sows, cwt.	9 50
Fresh Pork—	
Legs of pork, up to 20 lbs., lb.	0 26½ 0 33½
Spare ribs, lb.	0 23½
Loins of pork, lb.	0 43 0 46
Fresh hams, lb.	0 28½ 0 35½
Picnics, lb.	0 27
Shoulders, lb.	0 29 0 33
Fresh Beef—from Steers and Heifers—	
Hind quarters, lb.	0 14 0 24
Front quarters, lb.	0 10 0 13
Whole carcass, good grade, lb.	0 11 0 18
Mutton—	
Choice, lb.	0 15
Lambs	
Choice, 30-45 lbs., lb.	0 23

Cooked Hams Are Lower

Winnipeg.

COOKED HAMS.—Cooked hams declined during the week and are now being quoted at 65½ cents per pound. Head cheese has advanced a cent per pound and is now being quoted at 22 cents per pound. All other lines remain unchanged.

Hams, best quality, skinned, lb.	0 65½
Do., roast, lb.	0 67½
Boiled shoulders	0 49 0 51
Head Cheese, in 1-lb. tins	0 22
Jellied Beef, Tongue, lb.	0 68
Jellied Pork Tongue, lb.	0 61½
Baked Luncheon Loaf, lb.	0 28

Butter Market Is Firmer

Winnipeg.

BUTTER.—The butter market is firming up and no doubt advances will be expected very shortly. Very little dairy butter is arriving and prices remain unchanged.

BUTTER—	
Creamery, best table grade	0 60
Dairy, best table grade	0 50
Margarine	0 37 0 39

Shortening Is Steady

Winnipeg.

LARD.—Lard and shortening are reported steady with no change in prices.

Pure lard, No. 1, quality, per lb. (in tierces of 400 pounds.)	0 30
Do., wooden pails, 20-lb. pails	6 50
Shortening, wooden pails, 20-lb. pails, per pail	5 20
Shortening, tierces of 400 lbs., per lb.	0 23½

Provisions Decline

Winnipeg.

PROVISIONS.—Smoked hams have shown a decline during the week and boneless cottage rolls are being offered at 41½ cents per pound. The bacon market remains very firm with a noted scarcity of the same.

8 to 16 lbs., per lb.	0 46½
16 to 20 lbs., per lb.	0 43½
Boneless, 8 to 15 lbs., per lb.	0 51½
Skinned, 14 to 18 lbs., per lb.	0 47
Do., 18 to 22 lbs., per lb.	0 46
BACON—	
Backs, 5 to 12 lbs., smoked	0 64
Do., 12 to 16 lbs., smoked	0 62
Do., 10 to 14 lbs., skinned and peamealed	0 63½
Do., 4 to 10 lbs., sliced	0 66
Cottage rolls, boneless	0 41½

Egg Receipts Are Light

Winnipeg.

EGGS.—Egg receipts are reported very light and the market is much firmer. Indications point to higher prices for eggs in the very near future. Fresh farm eggs are being quoted at 65 cents per dozen with fresh candled eggs at 58 cents.

Cheese Steady And Firm

Winnipeg.

CHEESE.—Cheese is firmer. Very little Manitoba cheese is now procurable. Prices remain as quoted.

CHEESE—	
Ontario, large, per lb.	0 29½
Do., twins, per lb.	0 29¾
Manitoba, large, per lb.	0 30
Do., twins, per lb.	0 31

Poultry is Scarce

Winnipeg.

POULTRY.—There is a noted scarcity of poultry and receipts are very light. Prices are very firm but show no changes as compared with a week ago.

Fish Market is Steady

Winnipeg.

FISH.—Good shipments of fresh salmon are on the market and are being offered at 34 cents per pound. Lobsters have advanced and are now quoted at $1 with frozen crabs at 25 cents. Crab meat is being offered at $7.50 per gallon.

FRESH FROZEN FISH	
Black Cod, lb.	0 14
Brills, lb.	0 09½
Herring, Lake Superior, 100-lb. sacks, new stock	....
Halibut, chicken, cases 300 lbs.	0 17
Do., broken cases	0 18
Jackfish, dressed	0 10
Pickerel, case lots	0 13
Salmon—	
Cohoe, in full boxes, 300 lbs.	0 21
Do., in broken cases	0 22
Red Spring, in full boxes	0 25½
Do., broken cases	0 26½
Soles	0 09½
Baby Whites or Tulibees	0 09½
Whitefish, dressed, case lots	0 17
Do., broken cases	0 18
SMOKED FISH	
Bloaters, Eastern National, case	3 50
Do., Western, 20-lb. boxes, box	....
Haddies, 30-lb. cases, lb.	0 15
Do., in 15-lb. cases, lb.	0 15
Kippers, East. Nat., 20 count, per count	2 25
Do., Western, 20-lb. boxes, box	2 15
Fillets, 15-lb. boxes, lb.	0 20
SALT FISH	
Steak Cod, 2s, Seely's, lb.	....
Acadia Strip Cod, 30-lb. boxes, lb.	....
Acadia Cod, 12-2s, wood boxes, lb.	....
Do., 20-1s, tablets, lb.	....
Holland Herring, Milkers, 9-lb. pails, per pail	1 40
Do., mixed, 9-lb. pails, per pail	1 30
Labrador herrings, 100-lb. bbls., per bbl.	....

Don't Overlook This Season's Special---

Headcheese!

QUALITY in Headcheese should be your first consideration now that the season is on when a good brand of Headcheese sells well. You can always be assured of a uniform grade in Davies' Headcheese with a standard of quality that is always kept up to the mark.

Quality in Headcheese is the one thing the housewife demands. She will go to the store that sells that "Quality" brand. Be sure of this trade by featuring prominently

Davies' Headcheese

Made under Government supervision in the white-tiled kitchens of The Wm. Davies Co., Limited, at Toronto and Montreal.

Write us for prices—or ask our salesman for particulars.

In Convenient Packages
One-Pound Moulds
Six-Pound Tins
20-lb. Pails



MARIGOLD



MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec





Easifirst Shortening

Brings large profits through repeat orders. Once tried, it is always used, and the satisfaction it gives holds the goodwill of your customers.

Get in on the growing sales of Easifirst. Place an order with us now.

Phone Junction 3400

Gunns LIMITED

West Toronto



SALT PLANT, WINDSOR, ONT.

Demand For Quality

Our widespread advertising creates a demand for the salt we sell you. The quality of our goods maintains the demand. Strength, purity and quality characterize—

Windsor Table Salt
(For general household use)

Regal Table Salt
(Free running—sold in cartons)

Windsor Dairy Salt

Windsor Cheese Salt

Your orders for any or all of our products will receive our most careful attention.

Made in Canada

The Canadian Salt Co.,
Limited

Windsor - - Ontario

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS



Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

The J. H. Hanson Co., Ltd.
244 St. Paul St. West MONTREAL



TRADE MARK

This is the Sausage Season —Sell "Schneider's"

Tell your customers that to complete a satisfactory and delicious breakfast they should use **Schneider's Pure Meat Sausage** — clean and wholesome and nourishing. Served with bread and butter and chili - sauce they taste like more and you will have more sales.

Schneider's Guaranteed Bacon

is of such a good quality that it will pay you to suggest it often, particularly as an appetizing breakfast dish.

Pure and tasty. Saleable and Profitable. Drop us a Card for Sausage and Smoked Meat Quotations Satisfaction guaranteed on all mail orders.

J. M. Schneider & Son, Ltd.

KITCHENER, ONTARIO

No Matter What the Occasion Suggest

"Brunswick Brand" Sea Foods







These wholesome flavored sea foods are excellent sellers, and according to their particular kind can be served in sandwich form, made into salads, or used for preparing appetizing fish meals—excellent with catchup or other similar sauces when served as an entree at fall or winter functions. You can safely recommend them as being thoroughly cooked and ready for table service when opened.

Good profits have been made by Canadian grocers handling *BRUNSWICK BRAND SEA FOODS.* You will also find this a satisfactory line to handle.

Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Ltd.

Black's Harbor, N.B.

Winnipeg Representative:

Chas. Duncan & Son, Winnipeg, Man.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)

H.P. SAUCE

Makes Good Every Time

It is such capital value, sells freely, and shows you a good profit.
There is a "want more" fascination about H.P.—that's the reason why the demand is constantly increasing.
Isn't it worth your while to stock H.P.?

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.



CARVER'S
TONIC SALTS

A Combined Nerve Tonic and Blood Purifier

Contained in neat, attractive tin — good for effective window show.

These salts are not just the usual effervescing refreshers but contain active medicinal qualities.

They purify and stimulate the liver and digestive organs.

A good line to market, showing a handsome profit.



Address enquiries to your usual wholesaler or direct to

JOHN CRAMPTON & CO., LTD.
Manchester, England **Est. 1849**



Good Christmas Lines

Your customers will like **Marsh's** Grape Juice, Unfermented Port, Black Cherry Wine and Raspberry Vinegar. See that each has some in the pantry for the Christmas festive season.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:
The McLaren Imperial Cheese Company, Limited
Toronto and Montreal

We now Book orders for Xmas Clear Toys. Packed in wooden boxes 10 lbs. each.

S. & M.

The Cream of all Chocolates.

Write us for Prices and Discounts.

Sole Canadian Distributors:

Dominion Confectioners Limited

229 Notre Dame West, Montreal

Our Agents:

Samuels, Carney & Dickie Ltd. Halifax, N.S.
Chadwick & Co. Toronto, Ont.
L. Edward Whittaker St. John, N.B.
H. H. Beer Summerside, P.E.I.

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.

OWEN SOUND - - ONTARIO

CENTURY SALT



A sparkling white salt refined to the utmost possible point of purity. Well advertised. Deservedly popular.



SIFTO SALT

Once the ladies try it—no other salt ever has a chance with SIFTO for table use. It flows freely in any weather. It is a true, white, sparkling salt.

DOMINION SALT CO. LIMITED. SARNIA

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, Canada.
Manufacturers and Shippers.



'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive



Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J.W. Gorham & Co.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK
Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$8 00
Reindeer Brand, small, each 48 cans	9 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario

Wheatgold Breakfast Cereal

Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50
5-lb. tins, 1 doz. in case	7 15

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches
Laundry Starches

Boxes—	
40-lb. Canada Laundry	$0 09¾
100-lb. kegs, No. 1 white	0 10¼
200-lb. bbls., No. 1 white	0 10¼
40-lb. Edwardsburg Silver Gloss 1-lb. chromo pkgs.	0 11¾
40-lb. Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	4 70

Culinary Starch

4 lbs. W. T. Benson & Co.'s Challenge Corn	0 10

(Prices in Maritime Provinces 10c per case higher.)

20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 13

(20-lb. boxes ¼c higher, except potato flour.)

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 11½
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Argo Corn Starch, 1 lb. packages	0 10
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 13

(20-lb. boxes ¼c higher, except Potato Flour)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 15
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55
20-lb. tins, ¼ doz. in case	6 00
Barrels, about 700 lbs.	0 08
Half barrels, about 350 lbs.	0 08¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	$5 55
5-lb. tins, 1 doz. in case	6 25
10-lb. tins, ½ doz. in case	5 95

(5, 10 and 20-lb. tins have wire handles.)

GELATIN

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

MAGOR, SON & CO., LTD.

INFANTS' FOOD

	Doz.
Robinson's Patent Barley—	
1-lb.	
½ lb.	
Robinson's Patent Groats—	
1-lb.	
½-lb.	

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.C.F., 1-lb.	
F.D., ¼-lb.	

	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

[illegible]'s Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25

	Doz.
White cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1 26
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 09
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 26
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 34
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

Dates

This fruit seems to be in excellent demand at all seasons of the year.

We have a small lot of bulk Sairs which we can ship out immediately. The quality is good average, and the price 12½

Tapioca

Penang Med. Pearl - - -	7½
Singapore " " (Fancy bright quality)	9½
Singapore Seed Pearl (White Sago)	7½

Tomatoes

We offer fancy quality hand packed at -	1.55
Terms : Net 30 days, Ex Warehouse, Toronto	
Orders for shipment from factory in Prince Edward County - - - - -	1.45

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST. : : : : MONTREAL, P.Q.

EDDY

ESTABLISHED A.D. 1851.

Every Housewife Knows the Name

Every housewife accepts the name as a value guarantee in Matches and Indurated Fibreware.

EDDY'S MATCHES have been before the Canadian public since 1851 and the passing years serve but to emphasize their great popularity with the Canadian consumer.

EDDY'S INDURATED FIBREWARE is another well-liked Eddy line. Clean, light and durable utensils, immeasurably superior to the old-fashioned articles of wood or metal. Utensils that never bulge or leak.

See how easily you can sell these Eddy products. A trial display will convince you.



The E. B. Eddy Co., Limited

HULL, CANADA

A WHOLESOME PRODUCTION

ROYAL ACADIA SUGAR

ROYAL ACADIA SUGAR is made from the pure cane into the purest refined granulated sugar — "Every Grain Pure Cane."

A profitable trade will surely come from selling "Royal Acadia."

Sold in 2 and 5 lb. cartons; 10, 20 and 100 lb. bags, half-barrels and barrels.

The Acadia Sugar Refining Co., Ltd.
HALIFAX, CANADA

"BRODIE'S"—Splendid for Winter Use



Now that the cool weather is coming on more baking will be done in the homes of your customers.

Getting behind a product like Brodie's Self-Raising Flour and displaying it well will mean profitable returns for your efforts. Fine for pancakes, biscuits, etc. Try it in your own home.

Replenish your stock to-day.

From your Wholesaler.

Brodie & Harvie, Limited
BLEURY ST.
MONTREAL

Ontario Representatives:
Chadwick & Co., 34 Duke St., Toronto

Quebec Representatives:
Renaud & Cie, Incorporated, Quebec

New Florida Oranges

Our first car Parson-Brown Floridas will arrive Monday.

Sizes Heavy to 176s, 200s, 216s, and 250s.

Sweet and Juicy

Malaga Grapes

Our Winter Keepers are now in.

WHITE & CO., LTD.

TORONTO

Fruits, Nuts, Dates, etc.

FRESH ARRIVALS DAILY

OF ALL VARIETIES OF

Domestic Fruits and Vegetables

Best Varieties of

FREESTONE PEACHES

NOW COMING

ORANGES, BANANAS, LEMONS
CALIFORNIA BARTLETT PEARS
AND MALAGA GRAPES

THE HOUSE OF QUALITY

Hugh Walker & Son,

LIMITED

GUELPH *Established 1861* ONTARIO

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE
COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box	0 95
Victory Bars, 24 in box, 60 boxes in case, per box	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes	....
6c pyramid packages, 4 doz. in box	....
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.
The Waxtite Line

Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, Ltd.

14 Bleury St., Montreal.

XXX Self-Rising Flour, 6 lbs. packages, doz.	$6 10
Do., 3 lbs.	3 10
Superb Self-Rising Flour, 6 lbs.	5 90
Do., 3 lbs.	3 00
Crescent Self-Rising Flour, 6 lbs.	6 00
Do., 3 lbs.	3 05
Brodie's Self-Rising Pancake Flour, 1½ lb. pkgs., doz.	1 60

To get business you must go after it. Others do it through this paper —why not YOU?

Could we be fairer than this?

On November 8th we reduced the price of BROWN label SALADA by 15 cents a pound to grocer and consumer alike.

Our new packets of Brown Label are imprinted 28 cents for the halves, and 55 cents for the pounds.

OUR NEW PRICE TO THE TRADE IS

BROWN LABEL, ONES - **45** cents lb.
BROWN LABEL, HALVES, **46** cents lb.

Black, Mixed and Green blends, same price.

*There is no change in the prices of Blue, Red or Gold label SALADA as the cost of these teas on the primary markets is still very high.

We have always guaranteed the sale of

"SALADA"

and we stand back of this guarantee now, to the limit.

We will refund you the price you paid us for all old-priced packets you want to return.

We pay the freight on these returns also, just as we paid the freight to your door.

We ask your considerate co-operation on one point DO NOT RETURN YOUR STOCK OF SALADA UNTIL YOU HAVE RECEIVED SOME OF THE NEW PRICED TEA. We (and you) cannot afford to inconvenience the public.

Send in your order immediately

The demand for the new packets from all over the country is so great that we are obliged to fill all orders in rotation. This may necessitate a delay of a day or so in filling your order.

1920 Christmas Window Contest

FOR a number of years Canadian Grocer has held a Christmas window contest to encourage good window dressing. This year the policy will be continued but the prizes offered are double the amount of previous years.

It may be that the merchant himself will not care to enter the contest. In that event any clerk of the store is at liberty to enter a photo of the store's window. The real essential of a window display is its selling value, and that is not necessarily a matter of elaborate display.

Entries will be judged first on their selling value.

Second, on their novelty of idea or arrangement.

Third, on their general attractiveness.

The contest is divided into two classes, in order that the merchant in smaller places will not feel that he is placed at a disadvantage.

CLASS A

Towns and Cities Under 10,000 Population

1st Prize $10.00
2nd Prize 5.00
5 Prizes of $1.00 each.

CLASS B

Centres Over 10,000 Population

1st Prize $10.00
2nd Prize 5.00
5 Prizes of $1.00 each

A description of the make-up of the window should accompany the entry. Photos where possible should be 5 x 7 or larger. Address all entries to

The Contest Editor, Canadian Grocer
143-153 University Ave., Toronto

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—ONE OF THE BEST RETAIL grocery businesses in the best city of Western Canada, turnover $80,000, showing good profit; reason for selling, leaving country. Price, approximately $30,000, includes buildings, fixtures, stock and delivery equipment. Apply Owner, Box 398, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—ONE 120-ACCOUNT McCASKEY Register, complete, $35; one Empire Typewriter, $35; both in A1 condition. Frank Mossop, 602 Thirteenth Ave. E., Calgary, Alta.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

AGENCY WANTED

A RELIABLE EXPERIENCED BROKER would like agencies for British Columbia, or would act as purchasing agent for a reliable Eastern house. 810 Dominion Building, Vancouver, B.C.

AGENCY WANTED — JOHNSON & DASH offer their services to Canadian manufacturers who desire to export their products to the British West Indies. Manufacturers' representatives and sales agents. Barbados, B.W.I.

POSITIONS WANTED

POSITION WANTED BY MAN OF 28, WITH eight years' experience in retail groceries. Capable of management, good references. Box 396, Canadian Grocer, Toronto.

REAL LIVE MAN WITH LIFELONG EXPERIence in grocery and produce trades is open for better proposition as partner, manager, accountant, etc. It is not always easy to get in touch with right party of experience. Investigate. May be mutual opportunity. Box 290, Canadian Grocer, 153 University Ave., Toronto, Ont.

SITUATIONS VACANT

EXPERIENCED GROCERY SALESMAN DEsires position traveling out of Winnipeg, calling on wholesale or retail trade. Nine years' experience. Age 26. Will furnish references on application. Box 298, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—A MAN WITH EXPERIENCE FOR retail grocery department; good steady position and good treatment assured; Northern Ontario. Apply stating salary expected to Box 300, Canadian Grocer, 153 University Ave., Toronto, Ont.

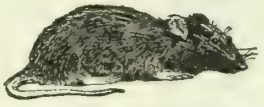
MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

Opportunities are offered every week on this page.

Are you making use of them?

Say You Saw It In Canadian Grocer, It Will Help To Identify You.



RID-OF-RATS

Patented, is Non-Poisonous and can be used anywhere without risk of killing house pets or injuring human beings. Eight years on the market. If your dealer doesn't carry it, send direct to the manufacturers

THE BERG & BEARD MFG. CO., 100 Emerson Place, Brooklyn, N.Y.

Price $1.80 per doz. boxes; $1.00 per lb. (Discount quoted upon request)

We also manufacture a very effective Gopher Exterminator

Something New

CORN CHOWDER

Made from the choicest of sweet corn. Most delicious with fish, meats, game. Attractively packed in 14 oz. bottles, 2 doz. to case. A real seller for the fall and winter trade.

Mail or Wire Your Orders

TRADE SUNDRIES LTD.

232 Clarke St., MONTREAL

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

INDEX TO ADVERTISERS

A

Acadia Sugar 17, 57
Arnett, Thos. Lewis 14

B

Bain & Co., Donald H. 12
Belgo-Canadian Trading Co..... 16
Berg & Beard 61
Borden Co. 1
Brennan, H. C. 15
Brodie & Harvie, Ltd. 57

C

California Associated Raisin Co. 10
Canada Nut Co. 11
Canada Produce Co. 16
Canadian Salt Co., Ltd..... 51
Chadwick & Co. 15
Channell Chemical Co.....
Inside front cover
Clark Ltd., W. 3
Clayoquot Sound Canning Co. 11
Climax Baler Co. 16
Connecticut Oyster Co. Front cover
Connors Bros. 52
Crampton & Co., Ltd., John.. 53
Cressy, John R. 63

D

Davies & Co., Wm. 49
Dayton Scale .....Back cover
Diamond Dyes 56
Dominion Confectionery Co... 53
Dominion Salt Co. 54
Donaldson-Phillips Agencies.... 11
Duncan & Son, C. 13
Dunn, Albert 16

E

Eckardt & Co., H. P..... 55
Eddy Co., Ltd., E. B. 56
Edgett Ltd., W. H. 11
Escott Co., Ltd., W. H. 14
Estabrooks Co., Ltd., T. H..... 19
Eureka Refrigerator Co., Ltd... 10

F

Fairbanks Co., N. K. .....
Inside back cover

G

Gaetz & Co. 16
Grant & Co., C. 12
Gunns Ltd. 50

H

Hanson & Co., J. H. 51
Hargraves Ltd. 15
Hay, A. H. M. 16
Henderson Brokerage, B. M. .. 11
Hill, Newton A. 15

I

Imperial Grain & Milling Co... 10
International Business Machines
Outside back cover

J

Johnson-Lieber Mercantile Co.. 11

K

Kidd, T. Ashmore 15

L

Lambe, W. G. A. 15
Lachaine, Geo. D. 16
Lemon Bros. 53

M

McCaskey Systems 64
McLaughlan, J. K. 15
McLay Brokerage Co..... 12
Macdonald Reg., W. C. 9
Mackenzie, W. L. 12
Maclure & Langley 15
Magor, Son & Co., Ltd. 20
Mann & Co., C. A. 63
Marsh Grape Juice Co. 53
Mason & Co., Ltd., Geo. 54
("O.K." Sauce).
Mathieu & Co., J. L. 20
Mickle, Geo. T. 11
Midland Vinegar Co. 53
("H.P." Sauce).
Moore & Co., R. M. 63
Morris & Co. 50
Morrisette, Nap. 2
Mowat & McGeachie 12
Mueller Co., Ltd., The Chas.... 63

O

Oakey & Sons, Ltd., John 11
O'Donnell Co., John J..... 15

P

Patrick & Co., W. G. 15
Pennock & Co., H. P. 13
Pritty Ltd., John 11

R

Red Rose Tea 19
Richardson & Green 12
Rock City Tobacco Co.....
Inside back cover

S

Salada Tea Co. of Canada, Ltd. 59
Sarnia Paper Box Co..... 63
Schneider & Sons, J. M. 51
Sebringville Cheese Factory ... 63
Shepherd-Mott Co. 16
Smith, K. 16
Smith Brokerage Co., The 16
So-Clean, Ltd. 63
Spratt's Patent, Ltd. 4
St. Arnaud Fils Cie 16

T

Teco Mfg. Co. 7
Toronto Pottery Co., Ltd. 63
Toronto Salt Works 63
Trade Sundries Ltd. 62
Trent Mfg. Co. 63

V

Vincentelli & Co. 63

W

Wagstaffe Ltd. 5
Walker & Son, Hugh 58
Wallace Fisheries, Ltd. 10
Watson & Truesdale 13
White & Co. 58
White Cottell's 63
Wiley, Frank H. 12
White Swan Spices & Cereals Co. 2
Whissell, H. 16
Whittall Can, A. R. 4
Williams Storage Co. 13
Woods & Co., Walter 4

BUYERS' MARKET GUIDE
Latest Editorial Market News



STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.
"SOCLEAN"
the dustless sweeping compound.
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

A. F. VINCENTELLI & CO.
ANTWERP (BELGIUM)
The oldest Corsican Candied Peel and Fruit Manufacturers
CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

Information
We can keep you posted with all daily news and business Tips.
Canadian Press Clipping Service
143-153 University Avenue, Toronto

FLOUR MARKET EASIER

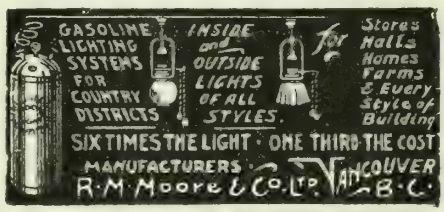
The wheat market has shown sharp declines during the week at both Chicago and Winnipeg. There is a feeling in milling circles that even lower levels will be reached.

There is an easier feeling apparent in the flour market in consequence of the declines in wheat and a reduction in the price of flour is expected.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577



The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk pickles, Mincemeat, etc.



CRESSY'S
CONCENTRATED FOOD FLAVORING EXTRACTS
Made from the purest ingredients. Meet Dames strength than Government standard. Specify Cressy's when ordering Extracts.
John R. Cressy Co., 523 King St. W., TORONTO

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

"Why don't you trade at Stevens'?"



"With each purchase I get a complete statement of my account to date. This makes it so easy to pay because I always know what I owe"

Your credit service would mean much more to you and to your customers if you extended it by means of McCaskey Service.

Your credit service would mean much more to you because it would then give complete satisfaction—the maximum requirement of any service which, however, you cannot hope to give by means of a blind system of accounts.

Your credit service would mean much more to your customers because:—

(1) McCaskey Service would make it EASY for your customers to pay, for they would always know what they owe and could pay when they had the money and the inclination to pay.

(2) McCaskey Service would enable your customers to live within their incomes, if they were so inclined, for they would always know what they are expending.

(3) McCaskey Service would enable your customers to SEE at the time each transaction takes place and the details are fresh in their minds, whether or not their accounts are absolutely correct.

McCaskey Service would, also, enable you to cut your accounting costs, for you could handle your charge accounts—post and balance them, with a statement to date in the hands of your customers at all times—with but one writing, the original entry on the sales slip.

There is a McCaskey System of Accounts for every Business, Factory, Physician, Surgeon, or Dentist. Let us show you what it will do for YOU in the way of increasing service and cutting costs.

VISIBLE ACCOUNTING
McCaskey©
GALT, ONTARIO

Metal Safe Protection from Fire—A System Complete

We Supply Counter Check Books of Every Kina



Master Mason

The Plug Smoking Tobacco which MAKES AND HOLDS CUSTOMERS

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason** — the peer of "Joy Smokes."

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

She comes—she looks—she buys!



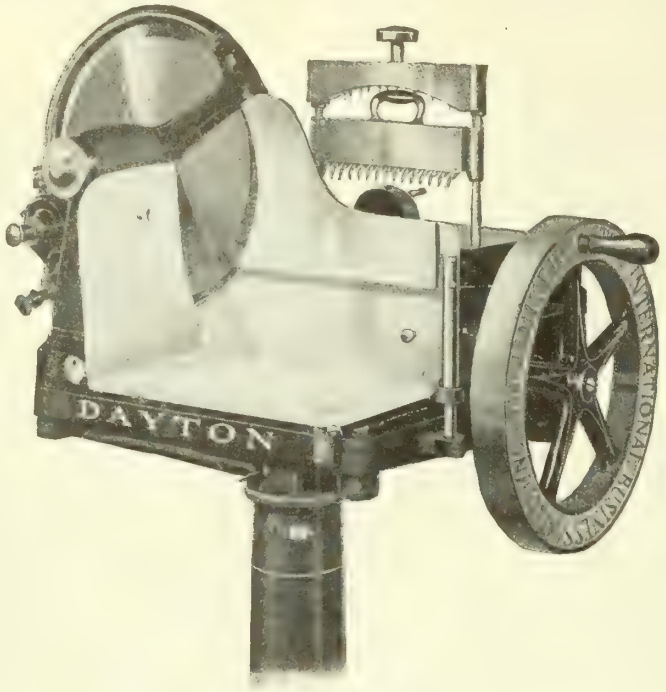
Put Gold Dust packages where your customers can see them.

A woman who has seen Gold Dust advertising—and very few in Canada have not—will look for Gold Dust on your shelves. Keep it where she can see it and it will sell itself.

Don't forget that Gold Dust is "Made in Canada." It has a good margin of profit and a quick turnover.

THE N.K. FAIRBANK COMPANY

LIMITED
MONTREAL



The International Dayton Meat Slicer

Is the Meat Slicer PLUS

A SIMPLE QUESTION IN ADDITION

Study these SIX BIG PLUS FEATURES—Six big advantages exclusive to the International Dayton—wherein you get service, utility, speed, far beyond that offered by any other slicer in the market:

1. Knife properly mounted on ball bearings.
2. Proper means to sharpen and keep knife trim.
3. Self-adjusting table.
4. One meat clamp for all work.
5. Sanitary construction.
6. Safety.

Above all Comes SAFETY—the Big PLUS Feature

Among the Toronto users of the International Dayton Meat Slicer is a blind hero of the world war. Catering to a large and growing trade, he operates the machine himself with speed and perfect safety.

International Business Machines products hereafter will be known under the following names: International Dayton Scales, International Meat Slicer, International Cheese Cutter and International Electric Tabulator.

International Business Machines Co., Limited

F. E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300-350 Campbell Avenue, Toronto

HALIFAX 44 Granville St.	ST. JOHN 18 Germain St.	CALGARY 127 6th Ave. W.	QUEBEC 506 Merger Bldg.	MONTREAL 1 and 3 Notre Dame St. W.
OTTAWA 188 Queen St.	TORONTO 415½ Yonge St.	EDMONTON 10118 102nd Ave.	HAMILTON 228 King St. E.	LONDON 489 Richmond St.
WALKERVILLE 44 Lincoln Rd.	WINNIPEG 227 McDermott Ave.		SASKATOON 254 3rd Ave. S.	VANCOUVER 110 Water St.

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, NOVEMBER 19, 1920 No. 47

IT Pays to Feature

Sealshipt Oysters

In Glass Jars

—and Recommend Them Often This Winter



"Sealshipt Oysters"
In Glass Jars

There is always a demand for Oysters during the cold weather for family use, club socials, etc.

You will find it profitable to handle "Sealshipt" Oysters in glass jars. Real, fresh oysters put up in a sanitary and convenient way.

CONNECTICUT OYSTER CO., LIMITED

"Canada's Exclusive Oyster House"

50 JARVIS STREET, - TORONTO, ONT.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

THE ADS.

That the Ad. Man Doesn't Write

Advertising plays an important part in maintaining the enormous demand for O-Cedar Polish. It serves as a constant reminder, and persuades people not acquainted with O-Cedar's high standard of Quality to try this wonderful Polish.

But O-Cedar's best advertisement is the one that is never written. It is a more convincing, more effective kind of advertising than could ever be written.

Personal recommendation — "word of mouth advertising"—is one of O-Cedar's greatest assets; and one which increases yearly with O-Cedar's expanding sales.

This asset is highly appreciated by the Dealer who favors profitable, quick-selling articles.

CHANNELL CHEMICAL COMPANY
LIMITED
TORONTO







CANADIAN GROCER, published every Friday. Yearly subscription price, $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.







Remind Customers You Sell *Borden's*

Keep your **Borden Milk Products** well displayed on your counters and feature them in your window displays during this Fall and Winter Social Season. The convenience and deliciousness of **Borden's Reindeer Coffee and Cocoa** will greatly appeal to the hostess and for the many little informal evenings home baking and candy making will prove an added treat if made the **St. Charles Milk Way.**

Induce your customers to try their favorite recipes the **St. Charles way**—the improved, rich, creamy flavor produced will make them steady users.

Just let your customers know you sell Borden's—the name will do the rest.

Write for attractive selling helps, books of recipes for your customers, etc.

The Borden Co., Limited
Montreal

Borden's Products —
Eagle Brand Milk
St. Charles Milk



Borden's
ST. CHARLES
Brand Milk
"With the Cream Left in"

Reindeer Coffee
Reindeer Cocoa
Malted Milk



Brodie's XXX Self-Raising Flour Gives Satisfactory Results



Not alone in baking, but in profitable returns wherever it is sold. It has been on the market for a considerable time and has had a steady sale.

An order to-day will convince you.

Your wholesaler can supply you.

Brodie & Harvie, Limited
Bleury Street, Montreal

Ontario Representatives:
Chadwick & Co., 34 Duke Street, Toronto

Quebec Representatives:
J.B. Renaud & Cie, Incorporated, Quebec

"LAITOVA" LEMON CHEESE



DAILY SPREAD

FOR CHILDREN'S BREAD

Here is a wholesome food dainty (one of the Sutcliffe and Bingham group of superb food products) that will prove a popular and profitable seller.

"Laitova" Lemon Cheese is made from eggs, lemon, sugar and butter. It is exceptionally tasty, wholesome and easily digested. It takes the place of butter as a spread for bread and is much cheaper than jam or butter.

Throughout the British Isles and Europe **"Laitova" Lemon Cheese** has been a great favorite and it is bound to make a "hit" in this country, especially with the children.

Attractively packed in hygienic containers--write for quotations.

Langley, Harris & Company, Limited

SUCCESSORS TO

MACLURE & LANGLEY, LIMITED

WINNIPEG TORONTO MONTREAL

Always in Demand



Always Fresh and Crisp

We co-operate with you by extensively advertising our products. It pays you to handle a line that is well advertised.

McCormick Mfg. Co., Limited, London, Can.

Branches at: Montreal Ottawa Hamilton Kingston Winnipeg
Calgary Port Arthur St. John, N.B. Vancouver

WAGSTAFFE'S

Candied Peels

(Lemon, Orange, and Citron)

Now Ready for Delivery



They are equal to the best British make, are far superior in flavor and color to Imported American Peels. Mr. Retailer, insist on getting WAGSTAFFE'S PEELS, they are CANADIAN—no better made.

Order From Your Wholesale Grocer

WAGSTAFFE, LIMITED

PURE FOOD PRESERVERS

HAMILTON - CANADA



Have You Started

WINDMILL

Barbados :-: Super-Fancy

MOLASSES

in Your Town? If not, send for a supply.

For

CAKES
PUDDINGS
SAUCES
BAKING

And on

BREAD
TOAST
CEREALS
BISCUITS

For Christmas Business

Good things to eat will be heavily in demand—especially "Windmill" Barbados Super-Fancy Molasses. Thousands of women are reading the "Windmill" advertising. The campaign is going strong, and is boosting trade all along the line.

Your customers will need good, pure "Windmill" Barbados Molasses to make nice Christmas candies. They cannot make it out of doped molasses. Satisfying your customers means your success.

No matter how much stock you are carrying of ordinary molasses, canned blends, etc., you cannot satisfy customers for "Windmill" Molasses with a substitute. They know the difference!

Get in your order for "Windmill" at once, even if for only one puncheon.

We have a limited quantity of puncheons (90 gal.); tierces (45 gal.) and half-barrels (28 gals.) on spot, St. John, N.B., Montreal and Quebec to offer and our price is right. Wire, phone or write for quotation on any quantity. We want a merchant in every town to start "Windmill" and *WILL BACK UP YOUR PURCHASE* with vigorous local advertising that will increase your business in general. If you are able to take on "Windmill" do so by all means and see it increase its speed from the start.

Distributed by

Pure Cane Molasses Co. of Canada Limited

St. John, N.B. Montreal, Que.

CLARK'S
PREPARED FOODS

Corned Beef, Roast Beef, Beef Steak and Onions, Canadian Boiled Dinner, English Brawn, Boneless Pigs' Feet, Irish Stew, Cambridge Sausage, Ox Tongues, Lunch Tongues, Soups, Sliced Smoked Beef, Tongue, Ham and Veal, Potted Meats, Peanut Butter, Tomato Ketchup, Spaghetti with Tomato Sauce and Cheese.

CLARK'S PORK & BEANS
and OTHER GOOD THINGS



Every one a
FAVORITE
and every one a
SELLER



MADE IN CANADA BY CANADIANS

W. CLARK, LIMITED, MONTREAL

Genuine Ford Parts
For Sale Here

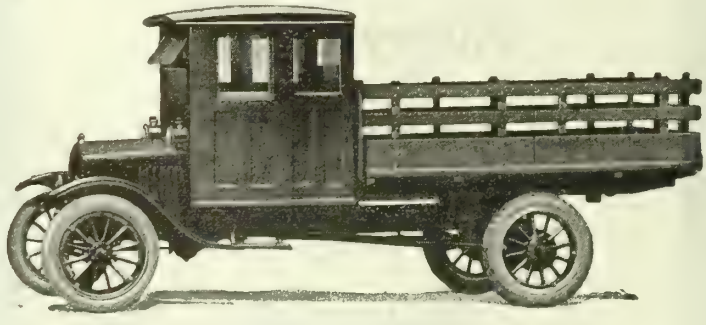
Look for this sign:

Service

DURING the rush season it has been difficult to give your Ford Truck the attention that is demanded.

Your truck has rendered good service to you. Now is the time for you to give some service to it.

Remember that 100% efficiency means lowest running costs. Have your Ford Truck overhauled by your Ford dealer—and let him quote you a price for systematic inspection.



Ford Motor Company of Canada, Limited
Ford, Ontario

41

They're easy to sell—and they repeat quickly, because they're so good

The well-known high quality of DEL MONTE Products constantly brings people back for more and more.

That is what makes them such steady, active profit-makers.

Over a hundred delicious varieties that your customers know and want.



OXO CUBES

THIS IS REAL OXO WEATHER

Blustery winds, chilling rain, damp cold, all make folk long for the comforting warmth and refreshment of a cup of hot OXO. Steaming OXO Soup starts lunch and dinner in hundreds of homes. And the OXO CUBES advertisements are constantly reminding your customers of the handiness, wholesomeness and economy of these modern conveniences for preparing Soups, Sauces, Gravies, Meat Dishes and strengthening drinks for the sick and the aged.

Display OXO CUBES in your windows—suggest them to your customers. Have you plenty of all sizes? If not, order NOW.

OXO LIMITED

Montreal Toronto Winnipeg

Eureka Refrigeration Equipment



This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.

Head Office and Factories:
OWEN SOUND, ONTARIO

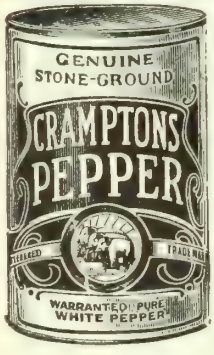
Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

This old-fashioned Stone-Ground Pepper packed in dainty tins is popular alike with retailer and consumer.



The latter appreciates the fine aroma and rich flavour of stone-ground Pepper and likes the handy package. To the retailer it means the saving of time and wastage in weighing out ounces of loose pepper.

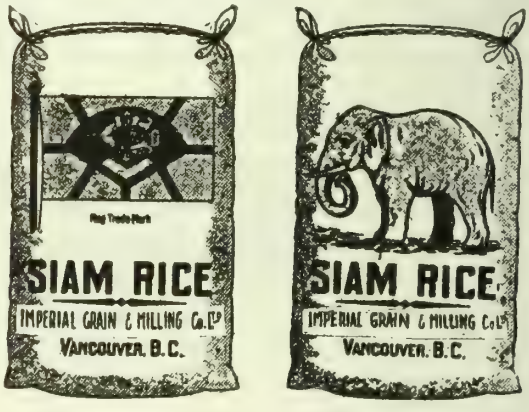
Packed in small dainty tins with dredger tops holding about 1 oz.—a most popular size; also larger tins with plain tops holding 2 oz. and 4 oz.

Address your enquiry to your usual wholesaler or direct to

JOHN CRAMPTON & CO., Ltd.
Spice Millers and Packers
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We are offering the best value in Rice on the Canadian market to-day.

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JOHN PRITTY, Ltd. Merchandise Broker and Manufacturer's Agent
HEAD OFFICE: REGINA, SASK.
Live, energetic representation given, and fullest results from our territory guaranteed.
11 years in the West. An excellent connection amongst the trade, both wholesale and retail. We produce results.
Let PRITTY handle your account.

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(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

Say you saw it in Canadian Grocer, it will identify you.

JOHNSON LIEBER MERCANTILE COMPANY
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Brokers and Manufacturers' Agents
Established thirty years. Our organization offers manufacturers every facility necessary to successful marketing of their product. Calling upon Grocers, Confectioners, Hardware, Stationers and Ship Chandlery.
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EVERY MORSEL EDIBLE AND DELICIOUS

Albatross Pilchards, having well earned an enviable reputation for particular delicacy, are *NEVER SOLD UNLABELLED*, nor ever labelled other than

ALBATROSS PILCHARDS

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and enjoy a steady, well-earned demand

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Mfrs. Agent and Importer
Groceries and Chemicals
Special all grades Sugar for Immediate shipment
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WHOLESALE GROCERY BROKERS
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Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
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Regina, Saskatoon, Calgary, Edmonton

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
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Calgary Saskatoon
We work The Retail Trade

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
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Agents for MOIR'S Chocolates
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91 Albert St., Winnipeg, Man. and at Saskatoon

C. DUNCAN & SON
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WINNIPEG Estab. 1899

GIBSON-PATERSON-BROWN
LIMITED
Grocery Brokers and
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WINNIPEG : CALGARY : VANCOUVER

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Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your service every moment of the day when you enlist our services.

Let us show you.

Head Office: WINNIPEG, MAN.

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REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
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We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

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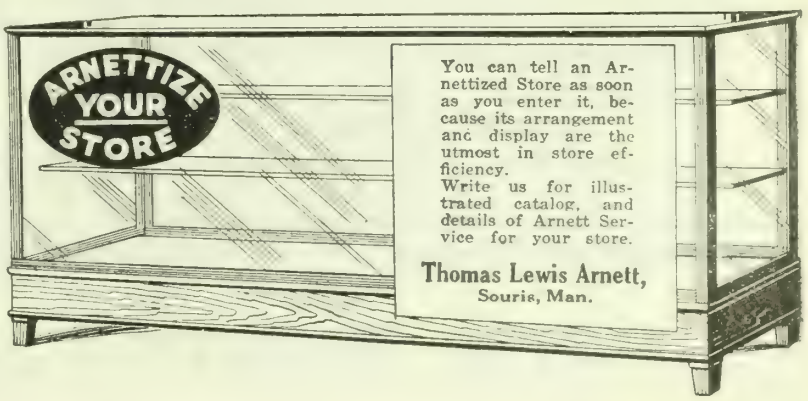
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are having big sales in Western Canada. Why not have your goods marketed by their agents?

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Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

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Branches with Resident Sales Managers at

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Announce

Change in Size of Carton

Owing to the increased demand for Thompson's Salted Peanuts, we have decided to pack 40 packages to the carton, thereby enabling us to give you a better profit on our five-cent package.

Nifty Brand:
Whole, Blanched, Jumbos.
The peanut full of rich, creamy flavor.
Fresh—crisp—tasty.

Packed in five-pound tins with envelopes, each tin in an individual fibre board container ready to reship. Packed in Canada by

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aud Importers
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Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND COMPANY
COMMISSION BROKERS
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"We cover Ontario with Grocers' Specialties and Confections."

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Manufacturers' Agent
56 Front St. E. Toronto

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS and DRUG SPECIALTIES
SERVICE
LOGGIE, SONS & CO.
SATISFACTION
32 Front St. West
TORONTO CANADA

J. K. McLAUCHLAN
Manufacturers' Agent and
Grocery Broker
(Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

H. C. BRENNAN
Manufacturers' Agent and Grocery Broker.
Representing J. H. Wethey Ltd
S. F. Lawrason & Co., "Snowflake" Brand Goods.
Galanopoulos & Maeris, Patras, Greece
Kearney Bros., Ltd.
Open to represent other Manufacturers of high class lines.
Booth Bldg. Ottawa, Canada.

John J. O'Donnell Co.
Commission Brokers
Manufacturers' Agents
Representing J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited., Vancouver; Harry Hall & Co., Vancouver, and others. Correspondence solicited.
Heintzman Bldg., Windsor, Ont.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS



The
CROWN
Trade-Mark
on a bag of white beans is a guarantee of their uniform size and choice quality.
Only the very finest hand-picked Canadian White Beans go into bags marked
CROWN BRAND
For your own protection insist upon having this line of known quality.
BRAND
G. T. MICKLE - Ridgetown, Ont.

CLIMAX PAPER BALER



earns money for you every day—Turns waste into profit. 12 sizes.
Send for Catalog
Climax Baler Co.
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When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

PEAS WANTED

Good boiling peas, either carloads or less. Send samples advising quantity you have and price wanted.

Canada Produce Co., Limited
171 St. Paul Street E.
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AGENCIES WANTED

For all lines of food products for Montreal and Quebec. Best references.

H. WHISSELL
639 St. Hubert St., Montreal

Belgo-Canadian Trading Co. Regd.

Import and Export
General Distributors
Importers of BELL RICE, Dutch Cocoa and West Indian Products

103 St. Francois Xavier St. MONTREAL

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots

A. H. M. HAY

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Wholesale Commission Brokers
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If you require distribution in the Maritime Provinces we are open to consider your proposition.

Best References
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SHEPHERD-MOTT COMPANY

Manufacturers' Agents
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ALBERT DUNN

Commission Merchant

QUEBEC, P.Q.

International Commercial Agency

desire to represent exporters of food products in British Guiana. Take advantage of this service.

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New Amsterdam, Berbice,
British Guiana, S.A.

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

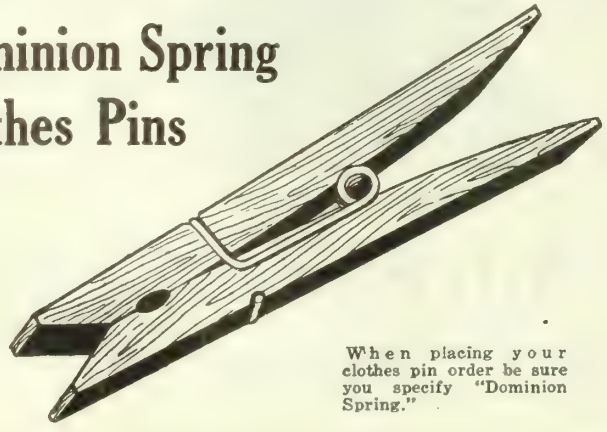
GAETZ & CO.

MANUFACTURERS' AGENTS AND GROCERY BROKERS

640 Barrington Street, Halifax, N.S.

LET CANADIAN GROCER Sell It For You

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

Are You Selling a Pure Maple Butter?



Do you realize that **"Old Tyme Brand Maple Butter"** is the only **pure** Maple Butter being sold at the present time? The Dominion of Canada Pure Food Laws allow nothing to be named Maple, unless the product is pure Maple, consequently there is not another Maple Butter on the market to-day.

When you are selling **Old Tyme Maple Butter** you can recommend with full confidence its use for:

Cake Icing
A Spread for Toast
Afternoon Tea Biscuits
Making Maple Fudge.

Nearly all Canadians will buy a pure Maple product; stock this line now and avoid any possibility of selling adulterated Maple products to your customers. They want the **"pure."**

Write for prices.

Canadian Maple Products

Limited

250 Van Horne Street, TORONTO

ALL ORDERS FOR

Robinson's Ice Cream Cones

will be filled and executed as given us without interruption.

Immediately after the fire the building of a new factory was commenced with a capacity of three times the capacity of the previous factory. We will resume manufacturing cones in about from 4 to 5 weeks and guarantee delivery of every order placed with us, and we are accepting additional orders with guarantee of delivery as desired.

Our output by the end of January will be double the quantity as heretofore and by the end of March three times the previous capacity, which will more than make up the loss of all our stock which we already had manufactured and which was ready for shipment. Our output when all machines have been installed, and which are already in course of construction, will be 1,000,000,000 cones per year, which will make our factory the largest and most up-to-date single factory for Ice Cream cones in the world.

IF YOU HAVE AS YET NOT SENT US YOUR ORDER FOR CONES PLEASE SEND US SAME AT ONCE. Our Guarantee against a decline in prices will protect you in every way.

Orders for immediate delivery will be filled from our Montreal stock.

MAPLE CRISPETTE CO., LIMITED
MONTREAL

Exclusive Agents for British Columbia and East of the Great Lakes
For ROBINSON & SON, HAMILTON, ONT.

Business Data

Would it interest you to get all information published from time to time on industrial conditions in certain districts?
Do you ever wish to refer to the advertising of a competitor, the past quotations of certain stocks, the expansion of factories, the fire losses or any data that may assist you in managing your business?
Our service is a decided success in this field and three months' trial will prove to you that having this valuable data at your finger ends is assuredly worth while.
We will be glad to give you rates and suggest a service that you will use daily.

Canadian Press Clipping Service
143-153 University Avenue, Toronto

MACDONALD'S



More Tobacco for the Money

Despite the fact that the demand for "Macdonald's" is enormous and the tobacco sells itself--Macdonalds share generously with the retailer.

On each 10lb. caddy there is an extra profit of from 60 to 80c., due to the overrun of from 4 to 6 plugs.

The regular margin of profit is large.

Turn-overs are rapid and you never have any dead stock.

Substantial profits can be made from selling Macdonalds. Push it—it pays.

W. C. MACDONALD REGD'.
Incorporated
MONTREAL

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London—D. C. Hannah

Manitoba, Saskatchewan, Alberta and British Columbia — W. L. Mackenzie & Co., Limited, Winnipeg; 1314 Standard Bank Bldg., Vancouver

Hamilton—Alfred Powis & Son

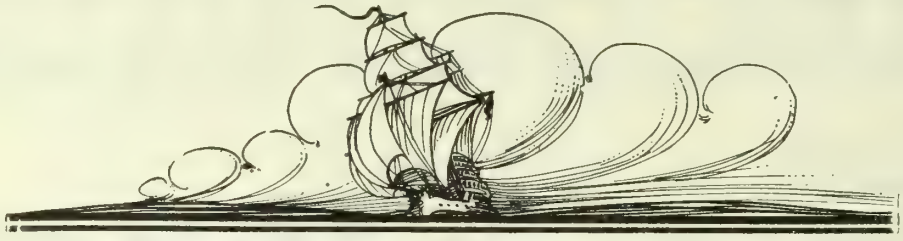
Kingston and Toronto — D. Stewart Robertson & Sons

Quebec—H. C. Fortier

Nova Scotia and New Brunswick —Pyke Bros., Halifax and St. John

The Tobacco with a heart





Branches:
Canso, N.S.
St. John, N.B.
Halifax, N.S.
Ingonish, N.S.
Grand River, P.Q.
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LEONARD FISHERIES, LIMITED

20, 22, 24 and 26 YOUVILLE SQUARE
(NEAR CUSTOMS HOUSE)
MONTREAL

Head Office: MONTREAL

Producers, Packers and Distributors

LEONARD BRAND

Haddies, Fillets, Kippers, Bloaters, Fresh, Frozen, Smoked, Dried and Pickled **FISH.**

OYSTERS: In Bulk, Shell and Bottled.

Car lot shipments our specialty.

ARM & HAMMER

Sal Soda

No Wrapping and Weighing

Put up in attractive cartons of 2½ pounds each. Saves time for you and your customer. This Sal Soda will please all.

If you are not handling this popular line, order a supply to-day.

Church & Dwight, Limited
Montreal

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 3c word first insertion, 2c word for each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

A Little Window Feature

Put a low table or tabouret in your window under a white cloth or a doily and set thereon a cup and saucer, a good old-fashioned brown tea pot, and a package of Red Rose Tea. Pin a card to the overhanging cloth, or the edge of the table, reading—

"Three spoonsful of Red Rose Tea go as far as five of ordinary tea."



T. H. ESTABROOKS & CO., LTD.

St. John Montreal Toronto Winnipeg Calgary Edmonton

OCEAN BLUE

In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from Your Wholesaler

HARGREAVES (CANADA) Limited

The Gray Building, 24 and 26 Wellington St. W., Toronto

Vanill-Ex

The New Flavoring for All Purposes



Contains 15 times the strength of ordinary vanilla. Used extensively in hospitals, clubs, restaurants and private homes. A big saving to all users. Use less. Pay less. Packed 1 doz. to carton, 3 cartons to case. Each case contains a beautiful metal display card.

Be the first grocer in your town to stock *Vanill-Ex*. *Vanill-Ex* is a big seller. Shows a nice profit.

Agents wanted in all provinces

The Crawford Manufacturing Co.

ST. ANTOINE ST., MONTREAL

Robinson's "Patent" Barley is the ideal food for invalids and babies.



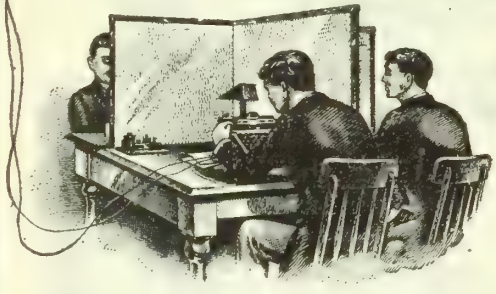
The best food for infants and invalids

Let your customers know you stock "Robinson's" Barley. The satisfaction it gives will bring them back for other articles. It warrants a place in your displays.

Keep your "Robinson's" stock of "Patent" Barley and "Patent" Groats replenished frequently.

MAGOR, SON & CO., LIMITED
191 St. Paul Street W., MONTREAL
30 Church St., TORONTO

NICHOLSON - RANKIN LTD.



WHOLESALE
GROCERY BROKERS
IMPORTERS
EXPORTERS



"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6501

OFFICES-707-708 CONFEDERATION LIFE BLDG.
WINNIPEG, CANADA.

CODES
A.B.C. 4TH & 5TH EDITION
ARMSBY'S LATEST
PRIVATE CODES

The value of the cereal crop in Western Canada for this year is estimated at a

BILLION DOLLARS

This does not include the wealth to be derived from other products, such as hogs, cattle, sheep, wool, butter, eggs, cheese, etc., etc.

Such wealth means a vast purchasing power in Western Canada—To participate in the distribution which will be secured through circulation of such wealth you require real live-wire, up-to-date brokerage representation.

Wire or write your offers to

NICHOLSON-RANKIN LIMITED
Wholesale Grocery and Fruit Brokers
WINNIPEG, MANITOBA

Branches: Regina Saskatoon, Sask. Calgary Edmonton, Alberta

CANADIAN GROCER

VOL. XXXIV TORONTO, NOVEMBER 19, 1920 No. 47

Stabilizing Sugar Will Help Business

Retailers Report That People Expect Sugar to Be Lower To-day Than It Was Yesterday and Only Buy Accordingly—A Review of the Situation, Showing Canada's Consumption—Exports and Imports.

THE present sugar situation, as viewed from the angle of the retail merchant, is one of complete demoralization. Such is the opinion of merchants in various parts of Ontario, who were interviewed by Canadian Grocer on the much-discussed sugar situation. They further state that the public are looking for cheap sugar, irrespective of make, and are buying only in small quantities. Prices vary in the same locality, due partly to the fact that some merchants have sugar bought at a higher price and partly that others are using sugar as an advertisement. All are agreed on one point, that the sooner sugar becomes stabilized the sooner other lines will also settle on an even keel and business will again become normal.

Only Buy in Small Quantities

"People are holding off and are only buying sugar in small quantities," stated C. B. Shields, Queen St. West, Toronto. "Their idea is to buy sugar cheap. At one time our customers would ask for some particular make, but at the present moment no special make is asked for. Apparently all they want is sugar at a lower price to-day than what they bought it for yesterady. Our present selling price is 14 cents per pound."

Wallbridge and Clarke, Belleville, Ont., stated: "Customers do not ask for any special make of sugar; all they want is cheap sugar. Prices are certainly not stabilized. On Saturday last, that is the 13th, granulated sugar was sold at prices varying from 12½ to 14½ cents per pound. Purchasers are buying for present requirements only."

Looking for Cheaper Sugar

Fred. C. Harp, Brantford, Ont., said: "We are selling sugar at 14 cents per pound and do not notice any extra buying as consumers are only purchasing their requirements from hand to mouth. People are looking for cheaper sugar and every time a refiner makes a reduction the daily papers give it wide publicity, with the result that often sugar is retailed at a loss. We are not asked for any particular refiner's sugar. All people are concerned about is the price."

SUGAR STATISTICS

Canadian Consumption
Fiscal Year Ending March 31st

	Tons (2240 lbs.)		
1911	256,298		
1912	261,518	Inc.	2.03%
1913	285,803	Inc.	9.28%
1914	314,266	Inc.	9.96%
1915	302,450	Dec.	3.76%
1916	284,644	Dec.	5.88%
1917	314,464	Inc.	10.47%
1918	292,885	Dec.	6.86%
1919	342,358	Inc.	16.89%
1920	390,343	Inc.	14.00%

CANADIAN EXPORTS
Fiscal Year Ending March 31st

	Tons (2240 lbs.)
1916	385
1917	25,833
1918	61,164
1919	916
1920	109,516

Raw Sugar Imports

Year end. Mar. 31	1920	1919
Pounds	1,081,000,000	718,000,000
Value	$68,343,471	$35,381,888
4 mos. end. July 31		
Pounds	384,000,000	370,000,000
Value	$37,435,792	$20,849,080

Beet Sugar Industry

	Tons (2240 lbs.) United States	Canada
1912-13	624,064	11,951
1913-14	655,298	11,657
1914-15	646,257	13,979
1915-16	779,756	17,641
1916-17	734,577	12,500
1917-18	682,867	11,250
1918-19	674,892	22,300
1919-20	650,000	16,500
1920-21	.....	40,000

Consumption in Canada

Reviewing the sugar situation at this time, "The Financial Post" said:

"That consumption in Canada has been advancing beyond that of the growth of population is seen from the official figures based on the imports of raws less the exports of refined. From 1911 to 1912 there was an increase from 256,000 to 261,000 tons, or 2 per cent. By 1914 the consumption had grown to 314,266 tons during the year, an increase for the year of nearly 10 per cent. There was a drop, with all business in general for the early war years when 1917 showed an increase from 284,000 to 314,000, or over 10 per cent. again. The year 1919 at 342,000 tons was up nearly 17 per cent. over 1918, and the figures for the fiscal years ending March 31, 1920, show consumption of 390,343 tons, an increase of nearly 48,000 tons, or 14 per cent. over previous year."

"As has been mentioned before, this last was really a fictitious figure so far as actual consumption is concerned, for a large portion of this was stored away by the consumer, with a number of retailers also. It was on a basis like this, however, that the Canadian Trade Commission based its estimate for the refiners to follow for the remaining nine months of 1920, one of the chief reasons for the present unfortunate condition of overstocked refineries.

Imports of Raws

"The extent to which the refiners were induced to load up on raws to cover Canada's needs for the balance of the present year is really not indicated in the figures of imports. For the fiscal year ending March 21, 1920, the imports of raws were 1,081,000,000 pounds, as compared with 718,000,000 the year before, or over 40 per cent. increase. This was during the period when the public were stocking up their larders. For the four months ending July 31, 1920, the imports were 384,000,000 pounds, compared with 370,000,000 one year before, showing very little increase it is true.

Big Increase

"But a comparison with two years ago shows the total to have been only 254,000,000 pounds, so that the present year's imports (as were last year's) are

far above normal. More than that it must be remembered that the Canadian refiners have large stocks of raws under contract for delivery in the next few months, which does not improve the situation.

Conditions of Near Future

"It seems clear, then, that buying of refined stocks will be light for some time to come, with price conditions uncertain, and that the refineries must liquidate their stocks on hand before their plants can afford to stock up. After this readjustment they will be able to proceed again along nominal lines with a steadily growing domestic market, which will be confined, naturally, to themselves, for importing United States sugar has its heavy handicaps, as the following table shows:

What it Costs to Import

Original cost per cwt.	$11.00
Duty	2.09
Exchange	1.21
*Freight on refined	.50
	$14.80
Total increase over U.S. cost	$ 3.80

*Must be prepaid to include exchange.

Domestic and Export Trade

"In addition to the domestic market many believe a permanent export market will open up, especially if Great Britain establishes a preferential tariff. In the past, under normal conditions, most of the deficit was supplied by the German beet sugar industry. The capacity of the Canadian refineries far exceeds present demands, so that there seems little likelihood of any extensions for some years to come, at least among cane sugar refineries."

Approves of New Food Building

Not Necessary to Have It Passed Upon by Ratepayers as Exhibitors Are Bearing Cost—Bonds to Be Issued to Cover Erection if Approved by Council

TORONTO, Nov. 17 (Special).—The proposed new Pure Food Building at the Canadian National Exhibition came another lap nearer to reality when yesterday it received the stamp of approval of the local Board of Control. It was all over in less than fifteen minutes.

Representatives of the Exhibition, including W. G. Irving, vice-president; John G. Kent, general manager; H. W. Watters, assistant manager; Sam McBride, director, and others waited on the Board of Control and outlined the proposal to erect the new building for the food exhibitors.

Representatives of the Food Products Association present were: H. N. Cowan, chairman; George Hortop and B. T. Huston, secretary.

Mr. Irving was the chief spokesman. He told the board that the new building would be somewhat similar in construction to the present Transportation Building, and that it would be located somewhere near the Manufacturers' Building. The cost of the Transportation Building erected some ten or twelve years ago was $95,000. He showed the board the plans which the architect, B. H. Prack, had prepared for the Food Products' Association, the estimate of the cost at present time being placed at between $150,000 and $160,000. The food building, he said, would not cost the city one cent as the food exhibitors were prepared to contract for space for a term of years to cover the necessary charges of interest, maintenance, and sinking fund.

The building would be the property of the city, explained Mr. Irving in answer to Mayor Church, but all contracts for exhibit space would be made between the Exhibition and the exhibitors.

Mr. McBride assured the board that the city would be getting its cheque shortly as its share of the 1920 Exhibition, and that these cheques would be an annual feature as the Exhibition prospered. The cheques sent to the city this past two or three years had been more than sufficient to cover the carrying charges.

What the C. N. E. wanted, Mr. Irving stated, was that the city issue bonds to cover the cost of the building.

There was some discussion as to submitting a by-law to the ratepayers on January 1, but the Mayor did not think that would be necessary as the cost would be borne by the exhibitors. The proposition will be placed before the Board of Control in writing and passed upon by the council.

Finance Commissioner Ross, interviewed after the meeting, promised to give the Exhibition directors, and through them the Food Products' Association, the yearly rental cost so that the latter could determine the approximate cost per square foot and get their contracts accordingly from the members of their association. "I can tell you what the interest and sinking fund charges will be," he said, "but the Exhibition would have to deal with the maintenance part of it."

WHERE WILL THIS MONEY GO?

Wood, Gundy & Co., financial agents, Toronto, give the following assuring information in a recent circular: "Canada is to-day reaping the most valuable harvest in her history. The value of the five principal grain crops (wheat, oats, barley, rye and flax) alone will total nearly $1,250,000,000. Other farm products (dairy produce, eggs, poultry, fruit, animals, etc.) should bring this total to nearly $2,500,000,000.

"In addition, Victory Bond interest, totalling about $35,000,000 was paid on November 1."

REDUCTION IN PACKAGE TEA

Announcement was made in last week's issue of Canadian Grocer that a reduction was made on the price of some package teas. Lipton's grey label tea was also reduced. The price to the retailer is now 45 cents per pound for halves and pounds, in quarter pound packets 48 cents per pound. Lipton's orange label is now 59 cents per pound.

Only Succeed in Breaking Relationship Between Legitimate Grocers and Customers

In submitting a cheque in payment of their subscription to Canadian Grocer, Parr Bros., in Hamilton, New Zealand, write:

"We wish to add our meed of praise to the excellent work the Canadian Grocer is doing in lifting the status of the grocery business.

"Owing to the mania of some deluded individuals called by courtesy grocers, otherwise known, by the alias of cheap jacks, who advertise a few special lines at cost price to try and convey the impression that those prices are a fair index to the prices ruling in their particular store, we understand that in some stores of the United States, every article sold in a store must bear its share of the general expenses and profits. To do otherwise is illegal. The law does not allow the trader to throw a sprat to catch a mackerel (or a goat). We could do with a similar law here to protect grocers from the mushroom trader, who opens up in an empty shop and disgruntles some of the old established grocers' clients by a sensational price list in the local papers. As a rule he only lasts a few months at most, but he has helped, during that brief period, to strain the pleasant relationship that existed between the legitimate grocers and their customers. Such a law as the one referred to above would probably keep him out of business for all time."

A Capital Christmas Window Trim

Edmonton City Dairy, Ltd., Edmonton, Has a Splendid Window Display—A Close Competitor in Class "A" Canadian Grocer Christmas Window Contest, 1919—How It Was Arranged



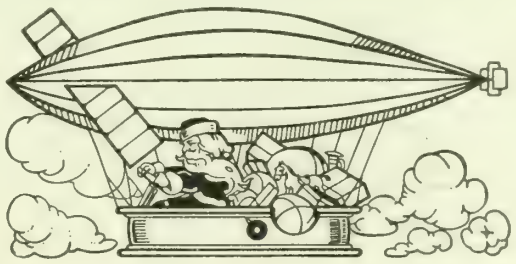
THE above is an illustration of the Christmas window dressed by J. Browning for the Edmonton City Dairy, Ltd., Edmonton, Alta. This display shows a great deal of thought in the planning and no doubt created a great deal of attention. Particularly note that all of the goods shown are adapted for the Christmas season.

In the centre of the window is to be seen a large turkey arranged on a platter. On each side of the turkey on the floor of the window are neat piles of oranges, nuts, figs and dates.

On a raised shelf to the rear are glass dishes containing crystallized fruits and also boxes of chocolates. In the rear of this shelf and forming the background are tastefully displayed full boxes of red apples, currants and raisins, surmounted with fancy boxes of chocolates, cut peels and Christmas wines.

At each end of the window are pyramids of canned fruits interspersed with bottles of Christmas wines. Below these are Santa Claus stockings and Christmas crackers.

The decorations are composed of red and green crepe paper and red paper bells which are strung along the top of the window. A couple of vases of flowers are placed in an attractive manner in the display. These decorations all give a cheerful, seasonable appearance to the window trim.



Grocer Provides Unique Service

McTaggart's Grocery in Vancouver, B.C., Delivers Goods to Persons Departing From the Port of Vancouver, at the Order of Far-Distant Friends—An Idea That Might Be Carried Out With Considerable Success if Merchants Co-operated

VANCOUVER, Nov. 16.—McTaggart's grocery in Vancouver has established an unique service that makes the finest kind of advertising, and pays its way, too.

Hardly a Pacific liner sails from Vancouver that some passenger does not receive an artistically trimmed and packed basket of assorted fruits, raisins, dates, figs, nuts, etc., delivered by McTaggart's Grocery. The purchaser probably is in New York or Montreal. He left his order with his florist, or a fancy grocer. McTaggart organized the service. Undoubtedly McTaggart would do the same for any grocer's customers who he knew had friends due to sail from this port. It is a thoughtful way for your customer to wish "bon voyage" to his friend, and your service will create a strong impression on that customer, too.



Showing the store front of J. F. McTaggart & Son, in Vancouver, B.C.

Could Extend Service

It would seem to Canadian Grocer that such a service could be very profitably organized throughout the entire Dominion. Why could not Halifax, Montreal, Ottawa, Toronto, Port Arthur, Winnipeg, Brandon, Regina, Moose Jaw, Swift Current, Calgary Edmonton, and Vancouver merchants co-operate in an agreement whereby a customer in any place could arrange for a gift to be delivered in any other centre? The merchants co-operating in each centre could advertise this service. To offer and deliver a service of this kind would certainly give prestige and attract the attention of a class of trade with more than the average purchasing power. Those away from home could remember their folks on the occasion of birthdays, anniversaries, etc., in this additional and thoughtful way.

How it Works Out

For instance, friend husband, travelling West, arrives at Calgary, and in glancing over the Calgary paper sees that S. G. Freeze advertises to sell gift fruit baskets for delivery at any home in any city in Canada. The wedding anniversary is approaching. The very thing suggested. The result is, the (name of a prominent retail grocer in Toronto) delivers to the door of a Toronto lady, on the day of her wedding anniversary, an attractive fancy basket filled with assorted fruits, figs, raisins, nuts, etc., with the compliments of her husband in Calgary. Does it not seem reasonable, too, that there is a very keen impression made on that good lady's mind of the scope and service of that Toronto grocer.

This is all new business—trade that would not have existed otherwise.

Prepared Icings and Jelly Powders Reduced

Lower Cost of Sugar is the Reason for the Declines—English Gelatine is Quoted Higher—Other Articles Containing Sugar May Follow in the Downward Trend

DECLINES on sugar are having the effect of reducing the price of other commodities whose component parts are composed to a large extent of sugar. Among those that have recently declined are prepared icings and jelly powders. Prepared icings a short time ago were quoted at $2.25 per dozen. The price is now reduced to $1.80 per dozen. This decline is due entirely to the lower cost of sugar, packages and labor still remaining at high figures.

English gelatine, which goes into the manufacture of jelly powders, has recently shown an advance of 6 cents per pound and manufacturers state that they are expecting even higher prices on this article. But nevertheless manufacturers have reduced prices on jelly powders. The general prevailing price on jelly powders is $1.45 per dozen as against $1.75 per dozen last month. It can be readily seen, therefore, that the decline on jelly powders is due entirely to the fact that sugar has been reduced to lower levels.

Just what effect the falling prices of sugar will have upon other articles in which sugar forms a large part of the make-up, is difficult to forecast. But it is safe to say that practically all lines of commodities of this nature have a downward trend.

MARGARINE SOLD AS DAIRY BUTTER

Toronto.—In the County Police Court here, Mrs. Olive Duckworth, of Mount Dennis, was fined $25 and costs, amounting altogether to $138, or in default a term of three months in jail, for selling misbranded butter. The case was brought before the court by the Government food inspector, H. J. Dagar. He had discovered that this woman was practically buying oleomargarine, putting dairy butter wrappers on it and selling it to merchants as "dairy butter." A number of retailers were victims. The analysis showed that the alleged butter was in reality a margarine with some coloring matter in it.

BLIND GIRL MAKING A SUCCESS OF A GROCERY

Lincoln, Neb., Nov. 16.—Miss Edna Koontz, blind since she was four years old, is conducting with a good measure of success a grocery store in this city.

She employs no help in the store, and depends entirely upon the honesty of her customers when they present curency to her in payment for goods. She makes a practice of folding each denomination in a particular way so that she can make change easily.

Better Movement of Commodities Now Discernible

Improvement in Movement of Some Commodities in United States Looked to as Hopeful Sign of What May Follow in Canada — Recent Nervousness Over Uncertainty as to Extent of Sacrifices Necessary to Restore Buying—Empty Shelves Should Prevent any Sustained Depression.

SIGNS of an increased movement of commodities are said to be discernible in the United States, according to the weekly market letter of Hayden, Stone and Company, and in view of the fact that in so far as periods of depression or prosperity are concerned that country is generally some months ahead of Canada, this tendency is of interest to Canadians. The letter is as follows:

"There are beginning to be discernible some signs of movement of commodities. To be sûre such transactions as are taking place are at figures which mean little or no profit to the producer, but the important thing is that a market at any level should make its appearance. Recent nervousness has not been so much over the fear of having to sacrifice profits, or take losses —it has for some time past been realized that this would be necessary—but ever the uncertainty as to how great these sacrifices might be; whether it would be possible to move commodities at any price, or whether they would have to be carried indefinitely. The establishment of a market for goods at any level, the change from uncertainty to certainty, would at once create a better atmosphere. We do not say that this point has been at all generally reached; only in a few commodities it seems to be in sight.

Retailer Still Stubborn

"Unfortunately, so far as the articles in ordinary everyday use are concerned, the retailer is still stubborn in his attitude. This is regrettable because the longer buying is deferred, the greater becomes unemployment and the less the buying power. Deflation, like inflation, is cumulative in effect. To attempt to cling to the old level of prices is a mistake. Producers and manufacturers generally have, for the moment, given up thought of profit. The thing most to be desired is to find a level at which it is possible to do a normal amount of business. Once this is found, and goods move in their usual volume, the adjustment of costs to a profitable basis will take care of itself.

Increased Labor Efficiency

"Meantime an important step in this process —the liquidation of labor—is daily taking place. This is not so much in the reduction of wages—though this may have to come in time —as in increased efficiency.

"Even the most obtuse now realize that we are in a period of business readjustment, involving some hardship. The speed with which we pass through this will depend on the readiness to face facts and act accordingly. Whatever else the business man may be, he has generally been noted for being practical. For this reason we have high hopes that business reaction will be of short duration. When we see evidence of all being willing to make proportionate sacrifices, we shall be happy to take a constructive attitude, for it is then that business will seem to be at its worst and in this instance, as in all previous cycles, it will be when business touches the low point that stocks will be a real purchase.

"Apparently, however, all are not yet quite resigned to taking their medicine, so that this point has, in our opinion, not yet been quite reached though we are rapidly approaching it."

Unsupplied Needs Should Prevent Sustained Depression

Another important survey of conditions is given in the following statement from an authority. This view is held by not a few thinking business men in Canada and points out that there are great unsupplied needs in the world and that this lack should prevent any sustained depression. Notwithstanding the fact that there is much unsettlement and buying power is impaired this official makes the following encouraging comment:

"The boom period which has been responsible for the existing expansion of credit and high prices was not due to internal development or construction work; on the contrary, it interfered with normal development and improvements, and the facilities of the country are behind its needs. Never before was there so much work in sight needing to be done, or so many opportunities in the world outside. The immediate problem is that of price readjustment. It is not a case of exhaustion or of waiting to grow up to investments that have been made. The new work would not go forward upon the level of costs created by the war, and regarded as abnormal and temporary."

Getting By Giving in Fruit Dept.

How One Grocer, by Adhering to the Old Plan of Filling a Window With Watermelons, Makes Big Sales—Also Had a Boy in the Window Eating Melons—Can Be Done With Any Line.

By HENRY JOHNSON, JR.

HERE'S a breezy letter—written end of July, which accounts for the talk of temperature:

Dear Sir:—I am keeping as cool as I can with the thermometer in the 90s and trying to beat last year's records for business. The result is that about half the time I look as if somebody had turned the hose on me. I tried to start something last week. Watermelons took a slide. We had been paying 90 cents to $1.25; bought for 40 to 50 cents. I tried the old gag on a new advertising man. Suggested that we fill a window with melons, put a kid in there and let him eat—renewing the boys as often as necessary.

He fell. Result was that on Friday we sold 150, Saturday 300 up to five p.m., when we had a heavy thunderstorm that practically killed our business for the day. The sidewalk was packed for both afternoons. We delivered less than 40 melons out of the lot; sold about 75 per cent. in cut pieces, which made us a better margin. Some of the best melons we got better than a dollar for—25 cents for quarters, 15 cents for eighths and so on. Sold whole melons for 60, 75 and 85 cents. All hands said it was a success. It took 25 melons to feed the youngsters; we got about eight inches of reading matter in the local papers, and did the biz!

There is a whole novel in that short letter. The story is right there. No comment needed from me to bring out its strong points. Any merchant who has a fairly good location can do a similar thing, provided he is wakeful and alert when the opportunity offers. Also a man with any imagination can twist this and turn it to other applications constantly throughout the year.

Note what a contrast this tale is to that I told you a few weeks ago about Philadelphia grocers and how they failed to respond to declining market values in fruits and vegetables. The way to handle these goods is to be quick on the trigger to give the benefit of declines to your customers—not wait until they have been made into customers for somebody else before you wake up.

What difference does it make whether you pay out money for advertising or feed a lot of boys melons instead? And do not say that this is possible for "the big fellers but not for me!" The big fellows got big by using their brains. They did not just happen to get big.

Clasification of Margins

A man has put up a fat job on me. He writes as follows:

Dear Sir:—The following may be an unusual request but the information desired is of great importance to a retail grocery merchant. What is wanted is a broad classification of the goods sold under the various margins shown on the attached sheets. For the purpose of this relative listing of merchandise, it is to be assumed that the cost of doing business is 15 per cent. and that we have the average number of turnovers, and that the margins are on goods sold regularly, excluding "sales" or other factors that might affect the margin. The entire matter, we realize, is subject to local conditions and many other influences, but through it all there runs a comparative schedule which should be followed. Perhaps you can inform me of an authority on this and other subjects, and so permit me to avoid troubling you as I know that you receive many requests for assistance. I am eager to pay for this information and await your reply with interest. P.S.—I wrote a letter to the Food Administration but could not receive satisfaction.

I have held this letter partly because it was snowed under, together with others, but also because I have wanted to make an adequate study—so far as might be possible—directly from a complete grocery catalogue—and I have simply not got down to it.

My correspondent is right. The information he seeks will be of vital interest and the greatest possible value to the grocery trade when it is ascertained and tabulated. For he is striking at the fundamentals of retailing. No weakness in our business is so glaring as the slipshod manner in which we stab at margins on various classes of goods.

Enclosed are two large sheets. At the top of the first is this: "Articles sold for less than even the amount required for overhead, meaning anything sold at a margin of less than 15 per cent." Below that and on the other sheet are spaces for articles sold at 15 to 20 per cent.; 20 to 25 per cent.; and so on. So, just as an indicator, I shall list a few of the outstanding items in each classification. I shall do that on the basis of giving the rate at which the great staples are sold and examine afterwards how rightly they are so sold; and indicate what I regard as the correct margin for each of the other general classes so far as I cover them.

Predominance of Great Staples

The most striking classification is that of the great staples, as follows: Sugar 10 per cent. or less; butter, eggs, 7 to 8 per cent.; flour, about 9 per cent.; bulk cereals, usually around 12½ per cent.; oil and gasoline, about 12½ per cent; lard, compound, sidemeat, 5, 6 or 7 per cent.; even sugar cured bacon often is sold for 10 to 14 per cent. All these are sold on margins less than the average cost of operation—less than 15 per cent.—less than the present average of 14.6 per cent. or the normal average of 16 2-3 per cent. that it costs to operate.

Under the 15 to 20 per cent. classification may come soaps, cleaners, washing powders in certain popular, closely competitive brands.

In the 20 to 25 per cent. class come staple and extra standard canned goods, staple coffees, starches, staple dried fruits, potatoes and winter vegetables.

In the next class, 25 to 30 per cent., fall extra and extra choice canned goods, most coffees and lower grade teas, a few spices, remainder of the dried and evaporated fruit lines, nuts, fresh fruits and vegetables, most bulk and bottle pickles and ordinary table relishes.

At 35 to 35 per cent., we handle fancy canned goods, fancy bottle goods and preserves of the higher grades, all fancy goods except the finest table luxuries, fine teas and coffees.

From 35 per cent. upwards, we have fancy coffees and teas, table luxuries strictly so called, items like East India chutney and plum pudding in tin, also liquid bluing and ammonia—for here the apparent anomaly creeps in with the case of certain very cheap items which yet bear extra heavy margins.

Classifications Need Analysis

It is a mistake to hold that merchandise that is sold on a gross margin insufficient to cover the average expense of operation is therefore sold "below cost." It would be as reasonable to say that everything loaded below water line on a ship is therefore submerged and useless. As a matter of fact, it is the coal, the heavy cargo, the ballast and machinery, and all the other bulky, unlovely, unromantic and unattractive weights of a ship's load that make possible the lofty sails, the deck houses of luxury and the stability of the vessel.

So also are the staples in merchandise the ballast of the entire load. Without them we could not do business at all. There would be no way of handling the finer lines of merchandise. Those are the coal, machinery—or packhorses, if you will—of the world of business. And just as coal is handled in any ship much more economically than the upholstery and table luxuries, so are these staples

handled for much less expense than are the finer things. I have hitherto made a detailed study of the cost of handling sugar and have published it in these columns, that shows that the cost is between 6½ and 7½ per cent. So then sugar at 10 per cent. is very profitable.

Again, on the other extreme, what does it cost to handle canned plum pudding? Let us take a case of 1 pound tins, 24 of them, bought for sale the coming Thanksgiving, and let us dispose of 18 cans. When will the remaining 6 cans move? Probably next Thanksgiving. Those cans stay around for a year. During that time you pile and repile them, wipe the fly specs off the labels, relabel them sometimes, put them on sale and take them off again, and otherwise load on the expense. Let us see how it works out.

Here are a succession of figures: basic expense, 16 2-3 per cent.; add interest, 1-3 per cent.; add for a year's work as described, 4 per cent.; now put a loading charge against that luxury of 7 per cent. Here you have a total of 28 per cent. of actual, inescapable expense, and you have made no profit yet! Now add 8 per cent. for profit—as you certainly are entitled to do on an article of that character, and what have you? You have 36 per cent. as the inside margin on which such an article can be marked with safety. It costs to carry top sails and royals in business!

My friend did not get any satisfaction from the Food Administration? How could he expect it? How could those boys—bright, genial fellows though they are—be expected to know things like this, about which men who have grown grey in the business are not thoroughly informed? No, but the government officials are studying constantly, and it is my hope that some day not too far distant, we shall have some standards of practice under which we shall know what margins a given article should bear in a certain kind of store.

But when we know that we shall have only the barest of fundamentals; for there still will be ample room for the play of individuality and initiative. The man who is bright, has the pioneering instinct, is a blazer of new trails by nature, will not be trammeled by any set formulae. And that is the most hopeful thing about all this work—that it enables us to get past the creeping, jumping-cart stages of business rapidly, so that we can get right into the main job of making the grocery business a better, more stable calling every year.

I shall continue this investigation and write of it occasionally.

Another Remedy for This Difficulty

Edmonton Subscriber Offers a Better Solution for a Western Grocer's Problem as Dealt With by Henry Johnson, Jr., in Recent Issue—The Pay-for-Service Plan Here Outlined May Relieve the Dilemma

CANADIAN GROCER is in receipt of a letter from F. T. Fisher in Edmonton, Alta., relative to an article appearing in October 22nd issue, by Henry Johnson Jr. The letter will no doubt be read with a great deal of interest by the trade, and therefore is published in full. Canadian Grocer will welcome further expressions of opinion on the subject. The letter is as follows:

10953 123rd Street,
Edmonton, Alberta.

"The Editor, Canadian Grocer,
"Toronto.

"Dear Sir,—I naturally have considerable hesitation about questioning the judgment of so experienced a student of commercial economics as Henry Johnson Jr. And yet I cannot help thinking that friend Henry was entirely wrong in the solution he put forward in the Canadian Grocer of October 22 as a remedy for the difficulty of a Western retailer selling meat and groceries.

"This man's problem, it will be remembered, was that, though he was making a turnover of $115,000 a year he was not making an adequate net profit, and was greatly overworked himself, doing all the office work in addition to more work about the store than any of his clerks, because the business would not stand the expense of additional staff to do the office work. The heavy items of expense which he mentioned were salaries and cost of delivery. Mr. Johnson's solution of the problem was: 'There is just one remedy left. You must advance your prices enough to cover service and leave a profit.'

"It does not seem to me that that is the only or the best remedy. This man's troubles are caused by: (1) the cost of delivery; (2) the need for office help which the business cannot afford to hire, on its present basis. The obvious remedy is, it seems to me, to materially reduce the expenses of his delivery service and make the office carry itself to some extent. If prices are to be changed they should be lowered rather than increased.

"Some problem, you say? Not as difficult as it looks. For the past year a leading Alberta wholesale grocery house has been advocating the adoption, under certain circumstances, of what it calls the 'pay-for-service system,' which it seems to me exactly meets this man's problem.

"To explain: Take the matter of delivery, which is the big end of the problem. A bulletin of the Bureau of Marketing of the U. S. Department of Agriculture rightly says that 'there is no such thing as free delivery.' It may be free in the sense that the customer does not make a separate payment for that service, but each delivery costs the merchant a definite sum, and the customer pays, though indirectly, for the service.

The Pay-for-Service Plan

"Under the pay-for-service system, the customer would 'make a separate payment for that service.' All goods are priced on a cash-and-carry basis. Any customer who wants the delivery service gets it, but only those using the service pay for it, and they pay according to the amount of service they demand. A separate charge of a small amount is made for delivery on each and every order delivered. The effect is two-fold. There are much fewer deliveries by reason of customers carrying many small orders, which would otherwise be delivered, but principally because customers will make their orders larger but fewer in number. The expense of delivery is therefore noticeably reduced, and the delivery charge will help to pay the cost.

"The same idea can, if necessary, be applied in the office. Make those customers who demand book-keeping service pay at least some portion of the cost. Everything is priced on a cash-and-carry basis, but credit is given just as usual, except that a small charge is made on each and every charge entry, for credit service. This will work out in the same way as the delivery charge. Many purchases will be paid for in cash, which otherwise would be charged, thus reducing the office work appreciably, and there will be collected a certain amount which will help to pay someone to do the reduced book-keeping.

Will Solve the Difficulty

"It seems to me that this will solve this merchant's difficulty better than Mr. Johnson's suggestion to raise prices. Of course he would have to take some trouble at the outset by means of circular letters or advertising, and by placards in the store, to convince his

(Continued on page 32)

CANADIAN GROCER

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JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

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UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), ..ew York, Telephone Watkins 5869. Chicago—405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430. Boston—C. L. Morton, Room 734, Old South Bldg., Telephone Main 1024.

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CO-OPERATIVE STORES

THE Blenheim Despatch, reporting the closing of the Co-operative Company's store in that town, is seized upon by the London Free Press to once more illustrate the futility of the farmers in competing with the legitimate business of the merchant in their market town or rural centre. The London paper also quotes a comment from the Paris Review pointing out specific results of such a policy in the village of St. George. The Paris paper's comment is interesting, and is as follows:

"The U.F.O. local store idea, under which the farmers (so-called) go into handling their own provisioning for themselves, has not yet had time enough to show up many of the faults of the system. The tough time is really now at hand, when on a falling market—say with great quantities of high-priced sugar and flour upon their hands—seasoned business experience, that has been tried in business gales of the past, would be welcomed at the helm. How many farmers who have invested in a U.F.O. store, do you suppose, would be sleeping better o' nights right now, and have a lot more readily liquid assets to their credit, if they had just stayed by their own, known and fully understood business of farming?

"We wonder if the young fellows—farm lads of good standing at the near-by Village of St. George—really even thought for a moment of the far-reaching effect that their U. F. O. local store would have in driving out two of their very best local citizens, who were formerly rendering faithful service to the community and surely were not making too much money."

Arguing that in such matters people have not been doing their own thinking, but have been led away by the interested suggestions of outsiders, Mr. Nixon adds this interesting comment:

"If you could talk with a pronounced free trader that we know of, living near Paris, a market gardener, who appreciates Galt and Brantford as the best markets for the produce of his soil and labor, you would see as fine a specimen of a "house being divided against itself" as we have ever seen. He knows he cannot afford to ship his perishable stuff away to any distant market—say to the United States, where big centres and hungry mouths would be—if he had his beloved Free Trade."

BUY BUTTER FROM RELIABLE SOURCES

IN another column of this issue is an item which states that a woman was recently heavily fined for deliberately selling to the merchants oleomargarine as dairy butter.

This instance just goes to show that merchants should be very careful from whom they buy their butter supplies. If this misbranded article had been found in a retail store, the merchant would have been fined and a slur cast upon his reputation no matter how innocent he might have been in the matter. Canadian Grocer cannot too strongly emphasize the fact that merchants should purchase their butter from reputable sources.

BUSINESS has long since ceased to be a series of price-hagglings, a continual measurement of sharp wits and greed against greed and sharp wits. The real business men of this age are creators, not sharpers. They are seeking permanent customers, not victims.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIMES

The Nova Scotia branch of the Retail Merchants' Association was not represented at the Tariff Commission's hearings in Halifax last week. J. C. Doyle, secretary of the association, stated that members of the association had forwarded to its provincial offices all complaints against the luxury and sales tax. These had been forwarded to the Dominion executive at Ottawa.

QUEBEC

Victor Chateauvert, president of Renaud & Co., Que., passed away on Saturday last at the age of 79 years. He was a former member of the Quebec Legislature, a former chairman of the Quebec Board of Trade and the Quebec Harbor Commission. He is survived by four sons and three daughters.

ONTARIO

W. H. Festings, St. Thomas, Ont., has sold to N. W. Warned.

T. J. Quinn has bought the grocery business on Pitt Street, Cornwall, Ont., formerly owned by M. L. Smith.

The matter of daylight saving from the first Sunday in May until Labor Day, in the city of Kingston, will be decided by a vote of the people on New Year's Day.

Stone and Fisher have entirely remodeled and enlarged their grocery store in Iroquois, Ont. This store now comprises two stories of the building and is fitted with new equipment.

Andrew Kennelley, who for many years conducted a grocery store at Bathurst and Wellington Streets, Toronto, passed away last week. He was one of Toronto's oldest citizens.

S. Grandmaison, representing H. D. Marshall, Ottawa, agent in Canada for Kingnut Margarine, recently returned to that city from a business trip in the Windsor district.

F. B. Steacy, a merchant, of Brockville, Ont., had an exciting experience recently with a burglar, whom he caught in the act ot robbing some summer cottages. Mr. Steacy was unharmed, the burglar making his getaway to the American border.

Arthur H. Sainsbury, of Sainsbury Bros., Toronto, Canadian representatives of the California Prune & Apricot Growers Inc., San Jose, Calif., is on a business trip to New York City.

J. R. Loucks has bought the grocery business of Mr. Gauvereau, First Street, Cornwall, Ont.

J. H. Brownlow, Toronto, district manager for the California Fruit Growers' Exchange, Los Angeles, Calif., has left on a trip for California and is expected to return about the middle of next Month.

The hope of getting alterations in the present early-closing by-law in Ottawa was expressed at a recent meeting, and the Retail Merchants' Association will be asked to take up the matter with the provincial authorities.

The Retail grocers of Ottawa have started their winter's work of getting together and getting better acquainted. The first euchre of the Retail Merchants' Association, grocer's section, proved a great success and every effort will be made during the long evenings to promote pleasant times for the members and their friends.

Edward T. Smith, for many years a grocer in Brockville, Ont., passed away very suddenly in his store a few days ago. He has been a resident of Brockville for the greater part of his life.

James Kaiser, West Toronto, passed away last week. The late Mr. Kaiser was born in Kleinburg, but for many years was a merchant in Toronto, conducting a grocery business on Dundas Street, near Keele. He is survived by his widow, five sons and four daughters.

The little grocery store belonging to Mrs. Parker on the west side of Yonge Street at Glengrove Avenue, Toronto, was broken into recently and a quantity of groceries taken to the value of $100. This is the third time this store has been broken into in the past few weeks.

G. Morley Adams, president of the Ontario Commercial Travellers' Association, with the other officers and directors, were re-elected by acclamation for another term, at the annual meeting of the association recently. Reports showed that the association has $250,000 invested in bonds and other investments, and $260,000 in mortgages. Some of the members favored increasing mortuary benefits, but it was decided not to do so as the association is now paying high rates.

PRICE REDUCED NOVEMBER 1

In last week's issue it was stated that the Red Rose Tea Company had reduced their price 10 cents per pound on their Crimson Label. It should have been stated that this reduction went into effect on Monday, November 1. This was the first reduction made recently in any of the package tea lines.

Ottawa Grocers Are Buying Only for Present Needs

Ottawa, Nov. 15.—According to A. P. Johnson, of the Ottawa Retail Merchants' Association, grocers' section, grocers of the city are very shy about putting in more goods than absolutely necessary at the present time owing to the very uncertain state of the market in many lines connected with the trade. He believes that prices will continue to fall and so the retailers are playing safe by buying from hand to mouth.

Big Order For Condensed Milk From Germany

Carnation Milk Co. Gets Large Order to be Delivered in Hamburg, Germany

St. Thomas, Nov.—What is said to be the largest demand for products in this country from Germany since trade relations with that country have been resumed, came to the Carnation Milk Company at Aylmer, in the form of an order for ten carloads of condensed milk to be delivered in Hamburg, Germany.

This represents 7,000 cases of the condensed article, and will require 800,000 pounds of raw material from the farmers to fill it, and will mean a speeding up of industrial activity in the plant.

The demand from the British market alone at this factory is averaging 440,000 pounds of condensed milk a month, or a million pounds of fluid milk, for which the farmers are now receiving $2.25 per hundred pounds.

WILL SUPPLY GROCERS WITH SPECIAL BREAD

Ottawa, Nov. 16.—The Ottawa Retail Merchants' Association, grocers' section, has made arrangements with a bread company to supply the members of the association with a special brand of bread. Special wrappers will be used and that brand sold only to members, while the price has been fixed for a six-month period. Every effort will be made to push sales but members will be free to sell any other brand besides the one mentioned if desirable. This matter was decided at the usual meeting held on November 11.

Ontario Retail Merchants Are In Convention This Week

Retailers from All Over the Province Meet to Discuss Questions of Vital Interest to the Trade —The Luxury and Sales Taxes, the Chief Subject Under Discussion.

TORONTO, Nov. 17.—Retail merchants from all over Ontario are meeting in Toronto on Wednesday and Thursday of this week, for the purpose of discussing matters of interest to the trade. The meeting is being held in the assembly room of the association's headquarters in the World Building. The gathering opened its sessions in the afternoon at two o'clock, with an address of welcome from his worship, Mayor Church. The president of the Ontario Provincial Board of the Retail Merchants' association, B. W. Ziemann, was in the chair.

The convention is considering such subjects as the operation of the present luxury tax and sales tax, and action, it is anticipated, will be taken in the way of making representations to Ottawa, asking that the luxury tax be annulled and substituted by a general sales tax, which many merchants claim will net the Government considerably more money than that of the present system.

The convention is intended to bring merchants from all over the province together as it is pointed out it is only in the combined strength of merchants that they are able to successfully combat the unfair conditions of trade.

Thieves Are Heard Before Being Able to Force Entrance

Ottawa, Ont., No. 16.—Thieves arranged a midnight visit to the grocery store of Ald. Walter Cunningham, King Edward Avenue. and Rideau Street, on November 12. Owing to illness at home the alderman slept at the store, however, and unconsciously saved himself loss by so doing. Hearing a noise around midnight he investigated and found two men preparing to break in, and promptly 'phoned to the police. A rapid run was made by the department, but the evildoers had somehow been scared and departed for other parts at present unknown, as a careful search failed to reveal anyone in the vicinity. The plate glass in the door had been broken, and had the men succeeded in breaking into the store a rough house might have been in progress in a few minutes.

ANOTHER REMEDY FOR THIS DIFFICULTY

Continued from Page 29

charge and delivery customers that they must inevitably pay for that service anyway, the only difference being that under the new system they know just what it is costing them and they can avoid these charges when so disposed. And his customers who do not want credit or delivery, can readily be shown that they will not have to pay for such service given to somebody else. It would also be easy to show some of his competitors' customers how they can avoid paying for service they do not use.

"There is much to be said in favor of the pay-for-service system. I can see no valid objection. And besides, it has been tried out, and it works.

"Yours truly,

————."

The Merchant Must Keep Close Watch on His Collections

"It seems to me that the time has come when the merchant must look well after his collections," stated H. R. Rowntree to Canadian Grocer. "With the public looking for lower prices and the banks cutting down the line of credit, it is going to be rough riding for some merchants who have a great deal of credit on their books. For our own part, we have very little on our books, because, for the past few years, we have been carefully educating our customers to pay cash and have not opened any new accounts. Then, another thing, there is likely to be a lot of people out of work this winter, owing to the fact that the majority of merchants are reducing their stocks, which naturally causes a quiet time for the manufacturer. This, I think, will only be for a short time until a new price basis is established, and then people will again commence to buy freely. In my opinion this buying game is going to be a matter of people buying only those things that are reduced in price. The articles that do not show a price reduction will probably remain on the shelves until such time as they are also reduced or until prices become stabilized."

Tobacco Growers Have Big Supplies of Leaf on Hand

Leamington.—Six hundred militant tobacco growers packed the town hall here recently at a monster mass meeting called by President Coghill, of the Tobacco Growers' Co-operative Company of the counties of Essex and Kent, to discuss and provide ways and means of advantageously marketing the bumper crop of leaf tobacco grown this season, conservatively estimated to aggregate 25,000,000 pounds.

Millon R. Swatman presented the growers' side of the controversy, which is expected shortly to arise between the growers and the large tobacco manufacturing companies.

Mr. Swatman was followed by George Wiper. M. C. Fox, M.P.P., promised all government aid possible in furthering co-operation among the growers. Emerson Lambier, ex-reeve, occupied the chair. Mr. McClure, of Pelee Island, and Mr. Muckle, a large grower from Kent, also spoke.

Charles Barnard presented figures which show the cost of production as being 28½ cents per pound for Burley leaf. Rodney McDonald thought Burley cost as much to produce as "flue cured."

At the conclusion of the meeting the books were opened for stock subscription in the company, which hopes to handle the crop, which is estimated to be worth from $5,000,000 to $7,000,000. An English market will be sought for the Canadian leaf, and in order to properly prepare it for export a large and costly dryer or re-handling plant is contemplated at Kingsville, Ont.

Lower prices are responsible for the increased interest of growers in new methods, and the outcome will be watched with great interest by those growers who anticipate trouble in disposing of their crop. The market for "flue cured" leaf has opened, and one large grower has sold his crop from 35 acres for $17,000, or an average of 48 cents per pound. The indications are that good leaf of all kinds will find a sale price from 25 to 40 per cent. less than last year.

UNITED FRUIT DECLARES LARGE STOCK DIVIDEND

Boston, November.—A stock dividend of 100 per cent. was recommended by the board of directors of the United Fruit Company at a special meeting recently. It was voted also that a dividend of $4 per share be paid on January 15. This would be equal to $8 a share on the present stock. The United Fruit Company, a New Jersey corporation, is capitalized at $75,000,000, of which $50,316,500 is reported to be outstanding. The directors took formal action to merge with the United Company the Nipe Bay Company, a subsidiary, which does a fruit business in Central America.

NEWS FROM WESTERN CANADA

Western

The Occidental Fruit Co. is developing a cannery industry at Kelowna, B.C.

J. H. Cranstoun, Enterprise, Sask., is now conducting the Star grocery in that town.

E. G. Wetterstrom has purchased Lynch's grocery in Edmonton and is now conducting the business.

The stores in Pincher Creek, Alta., will in the future be closed on Wednesday afternoons the year through.

Dickson and McKennett, Weyburn, Sask., have purchased the Veteran Grocery, and are continuing the business under the same name.

T. R. Hudson, general merchant at Purple Springs, Alta., has sold out his business to Wright and Vogt, the former having been associated with Mr. Hudson for some time.

C. L. Lathrop, of the California Packers' Co-operation, San Francisco, has been on an extended business trip throughout Canada, staying off at Winnipeg for a few days and visiting the trade.

F. E. Raymond, of Saskatoon, secretary of the Saskatchewan branch of the Retail Merchants' Association of Canada, was in Winnipeg on business last week. He conferred with the local branch of the association while there.

A. Fresco, of the A. Puccini & Co., Ltd., Toronto, and St. Catharines, Ont., manufacturers of macaroni, was on an extended business trip to Winnipeg last week, and while there renewed acquaintance with their Western representative The W. H. Escott Company.

J. H. McDonald, managing director of the B. C. Manufacturing Co., Vancouver, B.C., is in Toronto this week paying a business visit to the company's agents, S. H. Moore & Co. With Mr. Barret of the latter company he has been calling on some of the Ontario fruit organizations.

ARTISTS MAKE PROTEST AGAINST LEVERHULME

London, Nov.—Art made its protest against Lord Leverhulme's recent action in cutting off the head of a portrait of himself and returning the remainder of the canvas to the artist, Augustus John, for which the painter is now suing the Baron for damages. Hundreds of students from most of the London art schools took the matter of the "decapitation" into their own hands, and after a street procession headed by a band and flaunting caricature banners, burnt an effigy labelled "Lord Leverhulme," in Hyde Park.

Early Closing Does Not Apply to Grocers Carrying Sidelines

Moose Jaw, Sask., Nov.—The city council instructed the city clerk to notify petitioners from the retail grocers that all stores which keep groceries should be closed at six o'clock each day except Saturday, and the council had no power to pass further legislation.

The petitioners sought to close stores which carry other than groceries. The action asked was to meet the situation which exists in some portions of the city where small stores carry confectionery and tobacco, fruit, etc., and keep open each evening for the sale of this class of goods.

The by-law which was passed, and which is now known as No. 392, provides that grocery stores will close on Wednesday afternoon every week except the week wherein a legal holiday occurs, and that they shall remain closed until five o'clock Thursday morning.

The by-law does not provide for the closing of the stores which the petitioners asked should be done, but it prohibits such stores from selling from their grocery departments.

Better Flavor to Pink Salmon Than There Is to Red

Ottawa, Nov.—Canadian householders are buying salmon by color rather than by quality, according to Dr. Edward Pince, chairman of the Biological Board of Canada, who states that the best-flavored salmon on the Pacific coast is in small demand because the color is pale. The inferior salmon, which is of a rich red color, brings the best price, and takes first place on the Canadian market. The price of pink salmon is stated to be about one-half the price of the red. The sockeye, known as the red salmon, is in great demand, and the species is threatened with ultimate extinction, and there is a consequent rise in prices. The pink and chum salmon, caught in British Columbia, are almost unsaleable in Canada.

During the recent salmon fishing season in British Columbia, Alaska fisheries were shipping their red salmon to British Columbia canners, while British Columbia fisheries were shipping pinks and chums to United States canneries, because there was a demand for this class of fish across the border.

Receiver is Asked for This Farmers' Organization

Readers of Canadian Grocer who have had to compete with farmers' co-operatives in their respective towns will be interested in the following:

Milwaukee.—Creditors of the American Co-operative Association, organized under the Wisconsin co-operative law, have asked for a receiver. The association, one of the largest farmers' general business co-operative organizations of the United States, had a capital of $5,000,000, of which $1,000,000 has been paid in. The company has between 14,000 and 15,000 members and operates 78 branches in Wisconsin, Indiana, Kentucky, Illinois, Washington, Wyoming, Nebraska and South Dakota. There are forty-six branches in this State, with 12,000 members.

It is said the request for a receiver was made by creditors, charging mismanagement which threatened to throw the institution into bankruptcy. Bloodgood, Kemper & Bloodgood, attorneys of the association, are the largest creditors. Their claims aggregate about $100,000.

The American Co-operative Association only recently became the storm centre in farm and State politics because of alleged attempts to merge with the American Society of Equity. Plans are under way to organize farm stock holders of Wisconsin to protect their interests in receivership proceedings, according to reports.

The assets of the association, it is said, are valued at between $800,000 and $900,000. The association was founded in 1915 at Wausau, but moved to Milwaukee in 1918.

Jobin Marrin Co., Ltd., wholesale grocers of 158 Market Street, Winnipeg, Man., whose place of business adjoined the building occupied by Adams Brothers Harness Manufacturing Co., Ltd., where a big fire occurred last week, state that the only damage that they suffered was a little water in the cellar. It did not in any way interfere with the carrying on of their business.

G. Morley Adams, representative of A. M. Smith & Co., London, was re-elected as president of the Ontario Commercial Travellers' Association at the forty-fourth annual meeting held in London recently.

How Credit Exchange Helps Business

S. L. Gilfillan, Secretary and Manager of the Minneapolis Associated Credit Exchange, Tells Winnipeg Merchants About the Work of the Association, and How It Can Benefit Business—An Interesting Address Before the Winnipeg Retail Merchants' Ass'n

WINNIPEG, Nov. 17.—Members of the Retail Merchants' Association of Winnipeg, recently listened to an interesting address by S. L. Gilfillan, manager of the Minneapolis Associated Credit Exchange, on the question of successfully meeting the credit situation. Following the address a committee was appointed to go fully into the subject and decide what further steps should be taken.

In opening his address Mr. Gilfillan stated that it had been his privilege to be associated with the Minneapolis Associated Credit Exchange for the past fourteen years. "Credit is an old problem," he continued. "Business has been carried on on that basis for several thousands of years, and the same fundamental principles exist in credit to-day as prevailed in those early times. The machinery of our credit exchange consists of four departments—credit department, which may be divided into several parts, account opening, collection and billing, accounting, cashier, etc.

An Essential Element

"The account-opening department is a very essential element; collection is a close second. Then we have a delinquent list. Each member is supposed to send in a list of his delinquent accounts since the last meeting, that is, accounts that have become delinquent since that time. These are listed and each member gets a complete list in return. No name appears, but a member desiring information calls up the office and asks for particulars regarding a certain individual. Some post the information on cards which they have in their offices.

"We have a national association which binds all associations together. This association now has I believe about 36,000 members in the States. It was organized by sending out inquiries throughout the United States asking the opinion of credit men as to the advisability of forming such an association. A great many replies were received, but they were lukewarm towards recommending such a proposition. However, the association was organized in Spokane in 1912. Only twenty-five were present. At the last conference held in Detroit, Mich., they had 8,048 members present. It was all done without capital, being supported solely from dues of $3 per year. These dues have now been raised to $5.

Compiling Information

"The Association Credit Exchange experienced a good deal of difficulty when it was first organized. The basis for our information is reports made once a year. On certain forms these reports are made. These forms are sent into our office, cut into slips the size of each one of the tickets, and filed in a small envelope. A record is made on the outside of this envelope of the individual's name, address, number, etc. In this envelope we also put all our information regarding that particular individual. The Minneapolis bureau have about 175,000 such envelopes in its files. We gather this information from several sources. We get court house records of all court actions. This information is put on these tickets, which go into the files. Once a year from these records we compile a book, and all the information is put into this book. It contains about 106,000 names.

A Collection Department

"We also have a collection department, which is doing good work. We have 1,100 members in our exchange. For the sum of $30 per year we give members a copy of the aforementioned book, telephone reports, and a set of collection letters. The letters are educating the public to pay their bills promptly. We also publish once each a month a three-quarter or full page advertisement in the two leading dailies. Another feature of the exchange is a daily bulletin. For this we charge $1.50 per month.

Each bank belonging to the clearing house reports daily on N. S. F. cheques. They are compiled and sent out on the daily bulletin. We also trace bogus cheques, forgeries, etc., and I might say we have been the means of bringing quite a number of crooks within the hands of the law.

Trade Report a Feature

"Another feature is the trade report. In the morning we send around a girl These are compiled and sent out on the city from whom we want information. This information is tabulated and ready to be sent out to the members the next day. The credit exchange is run by a board composed of merchants of the city. One of the great things the bureau has taught the members of the exchange is co-operation. The basis of credit is co-operation with the other fellow's ledger."

General Decline in All Lines But No Break in Prices

Roughly speaking, the prices of commodities reached their peak in May of this year, according to a schedule of comparative quotations constructed by Professor Michell of McMaster University. Dressed beef and bacon are the only two foodstuffs shown by Professor Michell to have advanced in price since May, the former coming to its highest in June and the latter in September.

Professor Michell's schedule is based on forty commodities, twenty foodstuffs and twenty manufactured articles, and registers a decline on the whole of 7.8 per cent. from August to September, while that from September to October was only one of 4.8 per cent. This is to be accounted for on the ground that while the declines were actually more in number they were less violent, showing a more general but equal recession.

Taking as an index number the average price of each commodity for the years 1900 to 1909, the increase in present prices is thus computed. Professor Michell's table reveals interesting comparisons.

Every indication points to a steady and general decline in all lines for some time at least, but there seems to be no danger of a serious break in the markets, says Professor Michell.

It is interesting to note that many of the records from which Professor Michell based his statistics were obtained from "Canadian Grocer" records.

WESTERN MERCHANTS OBJECT TO STAMPS

Strong protests against the use of stamps for the collection of the luxury tax have been forwarded to Ottawa by the Regina and Saskatoon and provincial organizations of the Retail Merchants' Association.

The retailers regard this method of collection as unfair and unbusinesslike. It is believed to be unnecessary, since under the new system of licensing the merchants none can escape making returns and paying the taxes.

Objection against the proposal is also urged on the ground that it will necessitate the merchants putting out considerable sums of money in order to keep on hand stocks of stamps of different denominations. It will also result in the waste of a good deal of time, for no matter how busy the merchant is he must stop to affix the stamps to the bills and perforate them.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE trend of practically all grocery commodities continues with a downward tendency. Many lines have shown price reductions. Sugar is still the feature with lower prices again named. The opinion has been expressed that when the sugar market becomes settled, it will have the effect of stabilizing other markets as well.

MONTREAL—Strictly fresh eggs are demanding a still higher price this week. The advance this time is a big one and in some cases as high as 90 cents per doz. is being asked. There is very little change in the other grades. Both butter and cheese show a weakness this week. Lard is also reduced in price as a result of the lower prices on hogs and subsequently on pork and pork products. Beef also shows a slight reduction in some grades. The feature of the market to-day, however, is sugar which has declined further in price during the week and is now selling at twelve dollars per cwt. There may be a further reduction but the general opinion is that that will close the downward trend and a reaction will take place. Canned apples and blueberries are quoted lower for the new pack. Greek currants are quoted at lower prices on the market and there is a reduction in the price of soft shell and shelled almonds. Oranges are reduced in price as a result of the Florida oranges coming on the market. There is an increasing supply of apples coming to this market but the supply of containers and barrels is short and hindering marketing the supply. Potatoes are a little dearer and it is very likely that as a result of the condition of the crop that there will be still higher prices paid for potatoes. The rice market shows no improvement but there is a very good movement in cereals.

TORONTO—The sugar situation continues unsettled and it is difficult to forecast just when the market will become stabilized. The Canadian beet sugar crop is an important factor in the situation. This crop promises to be the largest in the history of the industry and it is estimated that it will yield 35,000 tons. Dominion sugar prices have been further reduced during the week and although the other refiners have not changed the list prices, they are offering sugar at a lower price basis. With large buyers of sugar only buying for day to day requirements it may be necessary for refiners to make further price recessions in order to move off their stocks. Corn syrups are holding steady under the declines of a few weeks past. Quotations on cane syrups are unchanged but the tendency is that prices will recede in view of the declines in the sugar market. Molasses is unchanged. The demand however, has shown improvement due no doubt to the opening of the winter and Christmas season. Package cornmeal, macaroni, spaghetti, hominy and pearl barley have shown slight reductions. The spice market generally is steady to firm with a tendency for higher prices on black and white peppers. Cream of tartar is inclined to be weak. Raisins are holding firm and are commencing to move freely. New Hallowee dates are expected to arrive during the week. The first shipment of California budded walnuts has arrived and is being distributed to the trade. Shelled walnuts are quoted at low figures but quotations in primary markets show an advance of five cents per pound. Shelled almonds for January delivery are quoted at ten cents per pound under present quotations on spot stocks. However, grade teas have been reduced five to ten cents per pound but the higher grades show no improvement, continuing scarce at high prices. The potato market has an easier tone with quotations reduced. Potato dealers state that the prices to the farmers are unchanged but owing to heavy arrivals in box cars, which necessitated immediate clearance, prices were lowered.

WINNIPEG—Business is reported to have shown a decided increase during the past week. Refined sugar is now being offered at lower prices. However the general impression is that the bottom has been reached and it will not be long before sugar is again stabilized on the basis of the raw market. Cane syrups declined 25 cents per case on two pound tins and 35 cents on the larger sizes. The second opening prices on raisins have been named and are quoted ½ to ⅞ cents higher than the first opening prices. The feature of the nut market has been the demand for all varieties both shelled and unshelled. Flour declined 80 cents per barrel during the week in sympathy with the drop in the wheat market. Manufacturers of soaps and washing powders have advised a decline in all these lines. Starch, cereals, tea, coffee, rice, and all grocery commodities remain unchanged.

QUEBEC MARKETS

MONTREAL, Nov. 19.—The most striking feature of the general markets this week is the declining sugar prices. Prices are as low as twelve cents a pound and there is a likelihood that they will go to eleven and then strengthen up for higher price. Oranges are cheaper this week as a result of the Florida oranges reaching the market. There is a very good supply of apples on the market but a shortage is noted on containers and barrels. Bananas are holding firm. The tea market shows new strength. Coffee is still weak although there is no further change in price. Canned apples and blueberries are quoted a little lower. Almonds are cheaper and prices quoted on Greek currants are lower than previous quotations. There are better prices quoted on potatoes and there is every indication that there will be further advances. Canadian beans are cheaper but are demanding a lower price than the California product.

Some Sugar at $12.00

Montreal.

SUGAR.—The sugar market continues in its unsteady and uncertain condition. Prices are as low as $12 this week and wholesale grocers in this city state that a further drop to 11 cents would not be surprising, but at that sugar will in all probability reach this minimum price. There is every indication that within a week or so sugar will start on an upward course to prices more in keeping with the cost of replacement of raws. The cutting on prices has continued both among the wholesalers and among the refiners. During the past week there have been many efforts put forth to increase the sale of sugar when in some cases it has not proven fruitful as people are not inclined to buy on a declining market. It is expected, however, that as soon as prices firm up the sugar market will immediately show an increased business. No definite quotations have been made on sugar this week.

Molasses Market Unchanged

Montreal.

MOLASSES.—There is no change in the molasses market this week. Unlike sugar, quotations are remaining steady. The jobbers, wholesalers and grocers have their winter supply on hand in most cases and as a result there is little or no fluctuation in prices.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 09
Half barrels, about 350 lbs.	....	0 09¼
Quarter barrels, about 175 lbs.	....	0 09¾
2 gal., 25-lb. pails, each	....	2 85
3 gal., 38½-lb. pails, each	....	4 25
5 gal., 65-lb. pails, each	....	6 85
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	6 60
5-lb. tins, 1 doz. in case, case	....	7 45
10-lb. tins, ½ doz. in case, case	....	7 15
	Prices for Island	of Montreal
Barbadoes Molasses—		
Puncheons	....	1 40
Barrels	....	1 43
Half barrels	....	1 45
Puncheons, outside city	....	1 35
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	....	6 00
3-lb. tins, 2 doz. in case, case.	....	8 25
5-lb tins, 1 doz. in case, case.	....	6 80
10-lb. tins, ½ doz. in case, case	....	6 65

Coffee Market Still Weak

Montreal.

COFFEE AND COCOA.—Neither the coffee nor cocoa market is changed this week. The coffee market is still weak and further declines are expected. These however are not large and as the trade is generally aware of conditions there is very little loss as a result. There is no change in the cocoa market this week. Baker's chocolate is reduced in price this week to 49 cents per pound.

Rice Market Uncertain

Montreal.

RICE.—The rice market continues in its unsteady condition. Just what the outcome of this unstable condition will be it is hard to say, but the larger dealers state that there is a very small demand for rice at the present time and prices depend to a great extent upon the conditions and quantities of what little demand there is.

RICE—		
Carolina, extra fancy	....	....
Do. (fancy)	....	....
Rangoon "B"	....	12 50
Rangoon "CC"	....	12 25
Broken rice, fine	....	8 00
Bell rice, fine	....	16 00
Bell broken rice	....	10 00
Texas rice	....	10 50
Siam	....	7 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras	....	0 07
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Almonds Lower in Price

Montreal.

NUTS.—Some soft shell almonds are quoted by wholesalers this week as low as 23 cents per pound. This is an indication of the lower tendency on almonds. Shelled almonds too are lower, quoted at 50 cents per pound. The sale of nuts is steadily improving on account of the increased demand at this season. There is no further change in the nut market recorded this week.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled	0 50	0 60
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 38
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	....	0 18
Do., Barcelona	0 17	0 19
Hickory nuts (large and small), lb	0 10	0 15
Peanuts, Jumbo	0 30	0 33
Do., extra	0 16	0 19
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, Java, per lb.	0 29	0 30
Do., No. 1 Virginia	....	0 14
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 29	0 30
Do., large, No. 2, polished	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot Walnuts	....	0 25
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 50
Do., Bordeaux	....	0 58
Do., Chilean, bags, per lb.	....	0 33
Do., Spanish, shelled	....	0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Stronger Tea Market

Montreal.

TEA.—The market for the cheaper grades of tea shows further weakness. There have been declines of 2 cents and 3 cents per pound during the past ten days, but there is every indication that the tea market is due for better conditions. The better grades of tea are holding very firm and will without any doubt be dearer within the next few weeks. Japan teas are also holding very firm in price and there are reports of a shortage to be on these teas.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Canned Apples Lower

Montreal.

CANNED GOODS.—Among the new quotations in canned goods this week canned apples in gallon tins are quoted at a reduction on last year's prices. One gallon tins are quoted at from $5.25 to $5.50 and smaller tins at $1.67½ to $1.77½ according to quality. Blueberries are quoted at $12 for the gallon tins. Both of these are a reduction on previous prices. The continuing downward trend of sugar prices is sure to affect the quotations on canned goods and jams. During the last week there have been reductions on different makes of jams following the lower prices of sugar.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	2 15	2 20
Beans, Refugee	2 15	2 20
Corn, 2s	1 57½	1 62½
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 45	1 50
Do., 2½s	1 75	1 80
Do., 3s	1 90	2 15

Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 20
Asparagus Tips	....	4 10
CANNED FRUITS		
Apricots, 2½-lb. tins	....	6 10
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 67½	1 77½
Do., gallons, doz.	5 25	5 50
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	....	3 50
2½-lb.	....	....
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	....	5 60
Do., 2-lb.	....	3 70
Greengage Plums, heavy syrup	....	2 90
Pineapples (grated and sliced), 2½-lb.	5 40	4 80
2-lb.	4 60	4 80
1-lb.	....	2 50
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Spice Market Unchanged

Montreal.

SPICES.—There is no change in the prices quoted on spices this week, the market is firm with a very good demand.

Allspice	....	0 20
Cassia (pure)	0 30	0 33
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 18
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	....	0 60
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 42
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 35
Do., white	....	0 45
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 65
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Greek Currants Cheaper

Montreal.

DRIED FRUITS.—New quotations are given this week on currants, this new shipment of Greek currants being quoted at from 19 cents to 21 cents per pound. It is interesting to note that Eastern dried fruits are almost entirely taking the place of California products this year, both in view of the price and of the ability to obtain the first time in a number of years these products from the Mediterranean ports.

Apricots, fancy	....	0 33
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 16
Peaches (fancy)	0 28	0 30
Do., choice, Tb.	....	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon new pack	0 46	0 47
New peak—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 22	0 24
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown	....	0 26¼
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 28
Do., 16 ounces	....	0 27¼
Currants, loose	....	0 20
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Package Goods Unchanged

Montreal.

PACKAGE GOODS.—There is no change this week on package goods. The market is very good for package cereals at this time of the year and prices are steady.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 35
Corn Flakes, 3-doz. case 3 50 3 65 3 50		4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	5 80
Do., 18s	....	2 12½
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 50
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Do., self-raising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	4 30
Do., 20s, case	....	2 50
Self-raising Flour (3-lb. pack.) doz.	....	3 20
Do. (6-lb. pack.), doz.	....	5 30
Corn Starch (prepared)	....	0 11½
Potato flour	....	0 13
Starch (laundry)	....	0 09¾
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Shredded Wheat	....	3 95
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks case	....	4 20
Celluloid Starch, 45 pkgs. case	....	4 70
Package Cornmeal	....	4 25
Malt Breakfast Food (36 pkgs.)	....	12 50

Cereal Prices Are Steady

Montreal.

CEREALS—The demand for cereals is very good at this season and prices are holding firm and unchanged. There is a very good supply of Canadian beans on the market this season and prices run about four dollars a bushel. Ontario beans are commanding a little higher price and California beans are selling at $3.75.

Oatmeal, gran., fine standard	....	5 50
Rolled oats, 90 lbs.	....	4 75
Pearl Hominy	....	6 25
Cornmeal, Gold Bust Brand	....	6 00
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley	....	7 25
Beans, Ont.	....	4 25
Do., Can.	....	4 00
Do., California	....	3 75

Oranges Are Lower in Price

Montreal.

FRUIT.—On account of the new crop of Florida oranges coming to the market there has been a slump this week in the price of California oranges which were so high last week. The quotations now run from $12 to $12.50. The California navel oranges are expected to arrive on this market the latter part of next week. The banana market is holding firm with still high prices, although there appears to be no very good reason for the high prices apart from transportation cost. Apples are arriving in large quantities in Montreal and on account of the high cost of barrels and packing shipments are being made in bulk by car-load lots. There is also a very good supply of lemons offered on the market and prices are unchanged.

Apples—		
Do., Fameuse, per bbl.	9 50	10 00
Do., Wealthy No. 1, per bbl.	....	7 50
Do., No. 2, per bbl.	....	7 00
Do., Alexander, per bbl.	6 00	6 50
Do., Greening	6 50	7 00
Do., Baldwin	6 50	7 00
Do., Russet	6 50	7 00
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	4 25
Oranges, Cal., Valencias	....	10 00
Do., 100s and 150s	....	10 00
Do., 176s and 200s	....	10 00
Cal. Oranges, 126-250	12 00	12 50
Oranges, Cal., Valencias	....	10 00
Do., Florida	....	8 00
Jamaica Oranges, 176, 200, 216	....	5 50
Pineapples crate	....	8 50
Pears, Keiffers, per hamper	....	3 00
Canteloupes, crate (45)	....	9 00
Tokay Grapes, per box	....	5 00
Blue Grapes, 6 qts.	....	0 55
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	9 00
Cranberries, per bbl.	....	14 00

Higher Prices for Potatoes

Montreal.

VEGETABLES.—Onions are selling at a little higher prices this week with a stronger market. Red onions are reported arriving in good quantities and are selling at $2.25 per cwt. There is a much stronger tone to the potato market with a little higher prices. No. 1 Ontario and New Brunswick potatoes are selling at $2.40 per bag but prices vary considerably according to quality and place of shipment. There is no doubt that owing to the conodition of the potato crop there will be a much stronger market in the near future.

Beets, per doz.	....	0 25
Cucumbers, Montreal, per doz.	....	0 20
Cabbage, Montreal, doz.	0 50	0 65
Chicory, doz.	....	0 50
Carrots, doz.	....	0 25
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 40	2 40
Do., sweet, hamper	....	2 00
Spinach, box	....	0 75
Turnips, per doz.	....	0 40
Montreal Tomatoes, per box	....	2 50
Cauliflower, per doz.	....	0 90
Spanish Onions, per case	....	5 25
Yellow Onions, per cwt. bag	....	1 50
Red Onions, per cwt. bag	....	2 25

ONTARIO MARKETS

TORONTO, Nov. 19—The markets continue with a downward trend. Reductions have been manifest on prepared icings, jelly powders, soap powders and one brand of custard powder. Canadian beans are quoted $1.00 per bushel lower. Flour is down 80 cents per barrel. The market is still unsettled. The potato market is easier with quotations lower. Lower grade teas have been reduced five to ten cents per pound. The high grade teas show no improvement, continuing scarce at high figures. The first car of California budded walnuts has arrived and is being distributed to the trade. Shelled almonds are easier and January shipments are being booked at ten cents per pound under present quotations on spot stocks. Shelled walnuts in primary markets have advanced five cents per pound. Spices generally are firm with higher prices expected on white and black peppers. Package cornmeal, macaroni, spaghetti, hominy and pearl barley show a slight reduction. The sugar situation is still unsettled with quotations varying.

Sugar Quotations Vary

Toronto.

SUGAR.—Dominion sugar has again been reduced and is now quoted at $12.21 per hundred. The other refineries have not changed this list price but are offering on a basis of 13 cents. Although one refinery is advertising sugar to retail at 15 cents per pound, the majority of retailers are selling below this figure, prices varying from 12 to 14 cents per pound. The situation continues unsettled, all eyes are apparently turned on the beet sugar crop which promises to be the largest in the history of this industry, and is an important factor in the present sugar situation. It is estimated that the Canadian beet sugar crop will amount to at least 35,000 tons. Raw sugars on the New York market during the week have shown a declining tendency with sales made on a basis of 6 cents c & f. for Cubas.

St. Lawrence, extra granulated, cwt.	$15 71
Atlantic, extra granulated	15 71
Acadia Sugar Refinery, extra granulated	13 21
Dom. Sugar Refinery, extra granulated	12 21
Canada Sugar Refinery, granulated	16 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, $1; No. 2, $1.10; No. 3, $1.20.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons 50/2s, 70c. Yellows same as above.

Better Demand for Molasses

Toronto.

SYRUPS.—Corn syrups are holding steady under the declines of a few weeks past. Quotations on cane syrups are unchanged but the tendency is that these prices will reach a lower level in view of the declines on sugar. Molasses is unchanged, the demand, however, has greatly improved, due no doubt to the opening of the winter and Christmas season.

Corn Syrups —		
Barrels, about 700 lbs., yellow	....	0 08
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 15
Cases, 5-lb. tins, white, 1 doz. in case	....	6 85
Cases, 10-lb. tins, white, ½ doz. in case	....	6 55
Cases 2-lb. tins, yellow, 2 doz. in case	....	5 55
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 25
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 95
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	....
New Orleans, bls., gal.	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz. Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Cereals Have Weak Tone

Toronto.

CEREALS.—Cereal quotations are unchanged during the week. The market, however, is weak and declines on some lines are not unlikely. Marrowfat green peas are lower, now quoted at 7½ cents per pound. Rolled oats are selling at a variety of prices, the average is $4.25 per 98-pound bag.

	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	7 75
Barley, pot, 98s	6 25
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	5 50
Do., fancy yellow, 98s	5 75
Oatmeal, 98s	5 00
Oat Flour	....
Corn Flour, 98s	6 25
Rye Flour, 98s	6 25
Rolled Oats, 90s	4 25
Rolled Wheat, 100-lb. bbl.	7 75
Cracked wheat, bag	6 75
Breakfast food, No. 1	6 25
Do., No. 2	6 25
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	8 40
Blue peas, lb.	0 10
Marrowfat green peas	0 07½
Graham Flour, 98s	6 00
Whole wheat flour	5 85
Wheat kernels, 98s	7 35
Farina, 98s	6 20

Package Cornmeal Lower

Toronto.

PACKAGE GOODS. — Manufacturers of package cereals state that the demand during the week has greatly improved, no doubt due to the colder weather which is causing people to turn to the heavier breakfast food. Quaker cornmeal has declined 10 cents per case now quoted at $3.70. Quaker macaroni and spaghetti have declined to $2.70 per case of 24 packages. Two-Minute oat food is reduced to $2.75 per case of 24 packages. Pearl and granulated hominy is down to $3.70 per case, a reduction of 10 cents. Scotch pearl barley is down 20 cents per case, now quoted at $2.70. Quaker corn flakes is now quoted at $3.75 per case, a reduction of 25 cents.

PACKAGE GOODS

Rolled Oats, 20s, round, case	5 60	5 80
Do., 20s, square, case	5 60	5 80
Do., 18s, case	2 00	2 12½
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	3 60
Cornstarch, No. 1, lb. cartons	....	0 11½
Do., No. 2, lb. cartons	....	0 10
Laundry Starch	....	0 09¾
Do., in 1-lb. cartons	....	0 10¼
Do., in 6-lb. wood boxes	....	0 13¼
Do., in 6-lb. tin canisters	....	0 14
Celluloid Starch, case	....	4 70
Potato Flour, case 20 1-lb. pkgs.	....	2 60
Do., case 24 12-oz, pkgs.	....	2 30
Fine oatmeal, 20s	....	6 80
Cornmeal, 24s	....	3 70
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	4 00
Buckwheat flour, 24s	....	4 00
Two-minute Oat Food, 24s	....	2 75
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 70
Do., pearl, case	....	3 70
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to to case	....	7 15
Do., Buckwheat Flour, 18 to case.	....	3 65
Do., Pancake Flour, 18 to case.	....	3 65

Spice Market Firm

Toronto.

SPICES.—The spice market generally is holding firm with the tendency for even higher prices on some lines. Both black and white peppers are strong and are expected to reach higher levels. Cream of tartar is inclined to be weak with quotations ranging from 65 to 75 cents per pound.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	....	0 65
Cayenne	0 35	0 37

Ginger, Cochin	....	0 35
Do., Jamaica	....	0 45
Mustard, pure	....	0 55
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	....	0 75
Peppers, black	....	0 33
Do., white	....	0 45
Paprika, lb.	0 80	0 85
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 55
Do., 80s	....	0 60
Do., 64s	....	0 70
Do., ground	0 40	0 50
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 20
Carraway seed, whole	....	0 30
Turmeric	....	0 28
Curry Powder	....	0 40
Cream of Tartar—		
French, pure	0 65	0 75
American high-test, bulk	0 65	0 75
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

New Prunes Arrive

Toronto.

DRIED FRUITS.—The first shipment of new Santa Clara prunes has arrived on this market and are quoted as listed below. Raisins are holding firm and are commencing to move freely. The first shipment of new Hallowee dates is expected to arrive during the week and are quoted at 17 cents per pound. Pulled figs in 5-pound boxes are offered at $1.50 per box.

Evaporated apples	....	0 15
Candied Peels, American—		
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	0 18½	0 19
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.	....	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 25
Dromedary, 9 doz. in case	....	7 25
Fard, per lb.	....	0 30
Hallowee dates, per lb.	....	0 17
Figs—		
Smyrna layers, 4 crown, lb.	....	0 26
Do. layers, 6 crown, lb.	....	0 30
Pulled figs, 5-lb. box, each	....	1 50
Prunes—		
30-40s, 25s	....	0 25½
40-50s, 25s	....	0 23½
50-60s, 25s	....	0 19½
60-70s, 25s	....	0 16½
70-80s, 25s	....	0 14½
80-90s, 25s	....	0 12½
90-100s, 25s	....	0 11¾
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 28
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas	....	0 26
Thompsons, Seedless	....	0 29
Valencia	....	0 25

Japan Rice 12 Cents Pound

Toronto.

RICES.—The condition of the rice market shows no change. The market is easy with a tendency for lower prices. Japan rice is offered at 12 cents per pound in bag lots.

Honduras, fancy, per 100 lbs.	....	....
Do., broken	....	0 09½
Blue Rose, lb.	....	0 15
Siam, fancy, per 100 lbs.	....	....
Do., second, per 100 lbs.	....	15 00
Do., broken, 100 lbs.	....	11 00
Japans, per 100 lbs.	....	0 12
Fancy, Patna	....	17 00
Chinese, mats 50 lbs.	....	0 14½
Tapioca, pearl, per lb.	0 10	0 10½
White Sago	0 10	0 10½

Almonds for Future Lower

Toronto.

NUTS.—The first shipment of California budded walnuts has arrived on this market and are being distributed at 40 cents per pound. Shelled walnuts are quoted at 55 cents per pound for halves and 30 to 35 cents for broken. Quotations on shelled walnuts in primary markets are up 5 cents per pound. Shelled almonds are easier, quotations on spot are 50 to 55 cents per pound, but for January delivery prices are 10 cents below these quotations. Shelled brazils are holding firm at $1.20 per pound.

Almonds, Tarragonas, lb.	....	0 22
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	....	0 23
Do., Marbot	....	0 22
Do., California	0 39	0 40
Filberts, lb.	....	0 15
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	9 50
Cocoanut, unsweetened, lb.	....	0 35
Do., unsweetened, lb.	....	0 42
Do., shred	....	0 30
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 50	0 55
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	....	0 55
Peanuts, Spanish, lb.	....	0 17
Do., Chinese, 30-32 to oz.	....	0 13
Do., Java	....	0 14
Brazil nuts, lb.	....	1 20
Pecans, lb.	....	1 15

Cheaper Teas Reduced

Toronto.

TEAS.—Blends and straight teas of the lower grades have been reduced 5 to 10 cents per pound. The higher grades show no improvement, continuing scarce at high figures.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Continues Easy

Toronto.

COFFEES.—The primary markets for coffee continue with an easy undertone. Quotations on spot stocks are unchanged, but with the arrival of new stocks in the next few weeks a further reduction will be manifest.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaice	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santo	....	0 42

Canned Goods Unchanged

Toronto.

CANNED GOODS.—Prices on canned goods are being fairly well maintained under a light enquiry. Campbell's beef vegetable soup is quoted at $1.50 per dozen, and other varieties at $1.75. Tuna fish, halves, are offered at $3,75 per dozen.

Salmon—		
Sockeye, 1s, doz.	....	5 80
Sockeye, ½s, doz.	....	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Choe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	....	1 72½
Peas, Standard, doz.	....	1 75
Do., Early June, doz.	....	2 00
Do., Sweet Wrinkle, doz.	....	....
Beets, 2s, doz.	1 45	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 50	1 65
Pumpkins, 2½s, doz.	1 20	1 25
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., do.	....	4 75
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 43
Black Currants, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50
Gooseberry, 4s, each	....	1 43
Do., 16 oz., doz.	....	5 35
Peach, 4s, each	....	1 25
Do., 16 oz., doz.	....	4 80
Red Currants, 16 oz., doz.	....	5 50
Raspberries, 16 oz., doz.	....	5 35
Do., 4s, each	....	1 45
Strawberries, 16 oz., doz.	....	5 55
Do., 4s, each	....	1 50

Potatoes Are Easier

Toronto.

VEGETABLES.—The potato market has an easier undertone, quotations on the local market are lower, now quoted at $2.40 to $2.50 per bag. Dealers state that prices to the farmers are unchanged but are expecting to pay lower prices within the next ten days. The first car this season of California iceberg head lettuce has arrived and is selling at $6.50 per crate of about 4 dozen. Hothouse tomatoes are quoted at 30 to 35 cents per pound. Hothouse cucumbers are selling at $5 per dozen. Mushrooms in 3-pound baskets are quoted at $3 per basket. Spanish onions are up 50 cents per case, now quoted at $6.50. Carrots, turnips, and parsnips are down 10 to 25 cents per bag.

Cabbage, Can., per doz.	....	0 50
Parsley, domestic, per 11-qt. bask.	....	0 50
Carrots, per 75-lb. bag	....	0 75
Turnips, per 75-lb. bag	....	0 75
Parsnips, bag	....	1 00
Onions, 100-lb. sack	....	1 75
Do., Spanish, large crate	....	6 50
Potatoes, per bag	2 40	2 50
Sweet Potatoes, hampers	....	2 90
Celery, crates, 6 to 7 doz.	....	5 00
Hot house cucumbers, doz.	....	5 00
Hot house tomatoes, lb.	0 30	0 35
Mushrooms, 3-lb. bskt.	....	3 00
Cal. Head Lettuce, 4 doz. crate	....	6 50

Florida Oranges Arrive

Toronto.

FRUITS. — The first shipment of Florida oranges is offered at $6.50 to $7.50 per case according to size. Valencia oranges are now finished for this season. California lemons are down 25

cents per box, now quoted at $5.50. Malaga grapes for Christmas selling are being picked up freely by the trade, quotations range from $11 to $14 per keg. Boxed apples are selling well at $3.75 to $5 per box.

Oranges, Floridas—		
126s, 150s, 176s, 200s, 216s		7 50
250s		7 00
288s, 324s		6 50
Grapefruit—		
64s, 70s, 80s, 96s		6 75
46s, 54s		6 50
Bananas, Port Limons		0 11
Lemons, Cal., 240s		5 50
Do., Messinas, 300s		
Pears, Oregon, per box		6 50
Grapes—		
California Emperors, lugs	4 50	4 75
Do., drums	8 00	8 25
Malagas, bbls.	11 00	14 00
Apples, fancy Ontario in new barrels—		
Spies, No. 1s	7 00	8 00
Spies, No. 2s	6 00	7 00
Baldwins, No. 1s	6 00	7 75
Baldwins, No. 2s	5 00	7 25
Greenings, No. 1s	6 00	7 25
Greenings No. 2s	5 00	7 25
B.C. in boxes		3 85
Cranberries, ½ barrels		7 75
Pomegranates, half box		4 50

Flour Prices Lower

Toronto.

FLOUR.—The flour market is in an unsettled condition, due to the fluctuations in the wheat market. A reduction of 80 cents per barrel is manifest both on first and second patents.

FLOUR—	
Patent Firsts, in jute bags, per barrel	12 20
Do., seconds, in jute bags, per barrel	11 70

Honey Prices Unchanged

Toronto.

HONEY.—There is no change in the market for honey, the condition of the market is inclined to be weak.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
Honey, Extracted, white clover honey, in 60-lb. and 30-lb. tins, per lb.		0 25
Ontario, No. 1, white clover, in 5 and 10-lb. tins, per lb.		0 27

Bean Prices Reduced

Toronto.

BEANS.—Canadian beans are reduced to $3.90 per bushel. The market is in an easy condition with a tendency for lower prices. California limas are quoted at 12½ cents per pound.

Many Lines Are Reduced

Toronto.

MISCELLANEOUS.—Prepared icings are reduced to $1.80 per dozen. Jelly powders are also lower. Surprise soap powder is reduced to $3.40 per case. Pearline is lower and quoted as follows: cases, 100 No. 2 packages, $7; cases, 48 24s, $6.90; cases, 24 60s, $8.50. Sea Foam soap chips is now $5.65 per case. Fels Naptha soap is reduced to $9 per case. Gartons custard powder is reduced to $1.45 per dozen.

Sauce and Lantern Globes Up

Toronto.

LANTERN GLOBES.—Squat lantern globes have advanced. Cases of one dozen are now $1.75, and three dozen cases are $1.65 per dozen. Laings C. C. sauce has advanced to $2.75 per dozen.

WINNIPEG MARKETS

WINNIPEG, Nov. 19.—Soaps and soap powders have declined 25 to 75 cents per case. Flour is lower by 80 cents per barrel. Granulated sugar is now quoted on a basis of $12.00 per hundred and the general impression is that sugar quotations have now reached the lowest level. Sugar syrups are down 25 to 35 cents per case. Teas and coffees are steady and unchanged. The first shipments of California navel oranges have arrived. Potatoes are holding firm at unchanged quotations.

Sugar Quoted Lower

Winnipeg.

SUGAR.—Refined sugar is quoted at $12 per cwt. The general impression is that the bottom has been reached and it will not be long before sugar will again be stabilized on the basis of the raw material.

Sugar Syrups Decline

Winnipeg.

SYRUPS.—Cane syrups have declined 25 cents on two pound tins and 35 cents on the larger sizes. There is no change on corn syrup. Canadian syrup manufacturers advise that there is not likely to be any further decline for some time.

CANE SYRUPS—	
2-lb. tins, 2 doz. in case	7 60
5-lb. tins, 1 doz in case	8 75
10-lb. tins, ½ doz. in case	8 20
20-lb. tins, ¼ doz. in case	8 00
CORN SYRUP—	
Cases, 2-lb. tins, white, 2 doz. in case	6 45
Cases, 5-lb. tins, white, 1 doz. in case	7 20
Cases, 10-lb. tins, white, ½ doz. in case	6 95
Cases, 20-lb. tins, white, ¼ doz. in case	6 95
Cases, 2-lb. tins, yellow, 2 doz. in case	5 85
Cases, 5-lb. tins, yellow, 1 doz. in case	6 60
Cases, 10-lb. tins, yellow, ½ doz. in case	6 35
Cases, 20-lb. tins, yellow, ¼ doz. in case	6 35
MAPLE SYRUP—	
Pure, 2½s tins, case of 2 doz.	26 90
Pure, 5s, per case of 1 doz.	24 50
Pure, 10s, per case of ½ doz.	23 25
TABLE SYRUP—	
Maple flavor, 2½s tins, per case of 2 doz.	13 75
Do., 2s, tins, per case of 1 doz	12 00
Do., 1s, tins, case of ½ doz.	11 50
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 75
3-lb. tins, 2 doz. case	12 35
5-lb. tins, 1 doz. case	10 00
10-lb. tins, ½ doz. case	9 70
Molasses quotations subject to 5% discount.	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2½s, 4 doz. in case	4 40
5s, 4 doz. in case	4 40
10s, 4 doz. in case	4 35

Starches Are Steady

Winnipeg.

STARCH.—The starch market is reported steady and manufacturers advise that the present prices quoted are likely to remain unchanged for some time.

Cornstarch, 1-lb. pkgs., per lb.	0 10
Do., No. 1 quality, 1-lb. pkg.	0 11½
Gloss, 1-lb. pkgs., per lb.	0 12¼
Celluloid, 1-lb. pkgs., per case	4 85

Bulk Cereals in Demand

Winnipeg.

CEREALS.—Rolled oats, oat meal, corn meal, and wheat granules are reported to be in good demand with no change in prices.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons	4 75	6 00
Do., 36s, case, square pkts.		4 85
Do., 18s, case		2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case		3 80
Puffed Wheat, 3 doz. case, case		4 40
Puffed Rice, 3 doz. case, case		5 70
Cream of Wheat, 3 doz. case, case		9 00
Grape Nuts, 2 doz. case, per case		3 83
Package Peas, 3 doz. case, case		3 75
BULK CEREALS		
Rolled Oats, 80s, per bag		3 80
Do., 40s, per bag		1 97
Do., 20s, per bag		1 65
Do., 10-8s, per bale		4 65
Do., 15-6s, per bale		5 45
Oatmeal, 98s, gran. or stand., bag		5 50
Wheat Granules, 98s, per bag		7 30
Do., 16-6s, per bale		8 00
Peas, whole, green, 100-lb. bag, per bush.		4 75
Do., split, yellow, 98s, per bag		8 45
Do., split, yellow, 49s, per bag		4 35
Beans, fancy, hand picked, 100 lb. bag, bushel		4 55
Do., Lima, 100-lb. bag, per lb.		0 15¾
Barley, Pot, 98s, per bag		5 50
Do., pearl, 98s, per bag		7 00
Cornmeal, 98s, per bag		4 00
Do., 24s, per bag		2 05
Do., 10-10s, per bale		5 10
Buckwheat grits, whole, 98-lb. bags, per bag		10 50

Tea Market Unchanged

Winnipeg.

TEAS.—Fine teas are reported scarce and prices holding firm. Lower priced teas which have been bought some time ago will not be on the Winnipeg market for at least another three months.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 43	0 50
Do., second quality	0 43	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 38	0 42
Broken Pekoe, first quality	0 52	0 60
Braken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Spice Market Quiet

Winnipeg.

SPICES.—The primary spice market is reported very quiet. The local market remains steady.

Allspice, Jamaica, best quality, lb.	0 23
Cassia, Batavia, per lb.	0 38
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 85
Do., No. 10, carton, doz.	1 00
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 75
Ginger, washed, Jamaica, No. 1.	0 65
Do., Jamaica No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	0 70
Do., large brown, 85 to lb., lb.	0 65
Do., med. brown, 110 to lb., lb.	0 55
Do., carton of six, per doz.	0 80
Pepper, black, Singapore ex., lb.	0 36
Do., white, do., per lb.	0 50
Pickling, ¼-lb. pkg., per doz.	1 00
Do., bulk, No. 1, per lb.	0 23

GROUND SPICE.		
Allspice, bulk, per lb.	....	**0 25**
Do., No. 2, per lb.	....	**0 25**
Do., 2 oz. cartons	....	**0 80**
Do., 4 oz. cartons	....	**1 20**
Cassia, No. 1, bulk, per lb.	....	0 30
Do., No. 2, bulk, per lb.	....	0 25
Do., No. 1, 2 oz. cartons	....	**1 00**
Do., No. 1, 4 oz. cartons	....	**1 50**
Cinnamon, bulk, per lb.	....	**0 45**
Do., 2 oz. cartons	....	**1 15**
Do., 4 oz. cartons	....	**1 75**
Cloves, bulk, per lb.	....	0 80
Do., 2 oz. cartons	....	**1 70**
Do., 4 oz. cartons	....	**2 75**
Cayenne, No. 1, bulk, per lb.	....	**0 40**
Do., No. 1, 4 oz. cartons	....	1 75
Do., No. 1, 2 oz, cartons	....	1 20
Ginger, No. 1, bulk, per lb.	....	0 65
Do., No. 1, 2 oz. cartons	....	1 35
Do., No. 1, 4 oz. cartons	....	2 05
Do., No. 2, bulk, per lb.	....	0 45
Mace, No. 1, bulk, per lb.	....	**0 85**
Do., No. 1, 2oz. cartons	....	**1 65**
Do., No. 1, 4 oz. cartons	....	**2 70**
Nutmeg, No. 1, bulk, per lb.	....	**0 50**
Do., No. 1, 2 oz. cartons	....	**1 25**
Do., No. 1, 4 oz. cartons	....	**1 85**
Pastry spice, No. 1, bulk, per lb.	....	**0 40**
Do., No. 1, 2 oz. cartons	....	**1 20**
Do., No. 1, 4 oz. cartons	....	**1 80**
Pickling spice, No. 1, bulk, per lb.	....	**0 38**
White Pepper, No. 1, bulk, per lb.	....	**0 49**
Do., No. 2, Singapore, per lb.	....	**0 47**
Black peper, No. 1, bulk, per lb.	....	0 32
White pepper, No. 1, 2 oz. cartons	....	**1 20**
Do., No. 1, 4 oz. cartons	....	**1 95**
Black pepper, No. 1, 2 oz. cartons	....	**0 95**
Do., No. 1, 4 oz. cartons	....	**1 60**

Rice Market Steady

Winnipeg.

RICE.—The primary rice market is reported steady and apparently quotations have reached the lowest point. Buyers are replacing orders just to fill their requirements.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	**0 14¾**
Do., 50-lb. sacks, lb.	....	**0 14⅞**
Siam, Elephant, 100-lb. bags..	....	**0 11½**
Do., 50-lb. bags, lb.	....	**0 11⅝**
Sago, sack lots, 130 to 150 lbs., per lb.	....	**0 10½**
Do., in less quantities, lb.	....	0 11¼
Tapioca, pearl, per lb.	....	0 08¾

Canned Goods Steady

Winnipeg.

CANNED GOODS.—Canned goods are reported selling well and practically all new packed goods have arrived and orders are being forwarded to the various points. Retailers are reported to have purchased very freely on all canned goods.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	**2 70**	**2 75**
Finnan Haddie, 1s, 4 doz. case,.	**9 35**	**12 00**
Do., ½s, 8 doz. case, case.	**10 50**	**13 00**
Herring (Can.), 1s, 4 doz. case, cs	**7 25**	**9 00**
Do., imported, ½s, 100 doz. case	**30 00**	**32 50**
Lobsters, ¼s, 8 doz. case, doz..	....	3 35
Do., ½s, 4 doz. case, doz....	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	**3 60**
Do., 2s, 8 oz., 2 doz. case, case	....	**7 60**
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	**10 00**
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case..	....	22 00
Do., ½s, flat, 8 doz. in case..	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	**15 75**
Do., ½s, flat, 8 doz. case...	....	16 25
Cohoe, 1s, tall, 4 doz. case...	....	18 00
Do., ½s, flat, 8 doz. case...	....	16 00
Pink, 1s, tall, 4 doz. case ...	....	9 50
Do., ½s, flat, 8 doz. case...	....	11 00
Humpback, 1s, tall, 4 doz. case	....	8 60

CANNED FRUIT (Canadian)	Per case	
Apples, 6 tins in case, per case..	3 00	3 85
Blueberries, 2s, 2 doz. case	....	7 15
Cherries, 1s, 4 doz. case	8 25	9 00
Lawtonberries, 2s, 2 doz. case..	....	11 45
Peaches, 2s, 2 doz. case	7 00	7 65
Pears, 2s, 2 doz. case	8 30	9 00
Plums, Greengage, 2s, 2 doz. case	....	6 45
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 05
Raspberries, 2s, 2 doz. case...	10 50	11 00
Strawberries, 2s, 2 doz. case ...	9 75	10 00

CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 85
Peaches, 2½s, 2 doz. case	....	13 25
Peaches, sliced, 1s, 4 doz. case..	....	15 00
Do., halved, 1s, 4 doz. case ...	....	15 00
Do., 2s, 2 doz. case	....	10 00
Pears, 1s, 4 doz. case	....	17 00
Pineapples, sliced, 2s, 2 doz. case.	8 00	8 75

CANNED VEGETABLES	Per case	
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	**2 75**
Beans, Golden Wax, 2s, 2 doz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case..	....	4 75
Corn, 2s, 2 doz. case	3 80	4 20
Peas, Standard, 2s, 2 doz. case	4 00	4 40
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2½s, 2 doz. case	....	7 00
Pumpkin, 2½s, 2 doz. case.	....	**3 00**
Sauer Kraut, 2½s, 2 doz. case..	....	**4 90**
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz. case	4 00	4 60
Spinach, 2½s, 2 doz. case	6 75	7 25

Raisins Quoted Higher

Winnipeg.

DRIED FRUIT.—The second opening prices have been named on raisins and are quoted ½ cent to ⅞ cent higher than the first opening price. This will mean that buyers are assured of an advance of about 1 cent a pound over present prices especially for the late winter purchases. Raisin packers are assuring the public that the entire crop will go into consumption very quickly. Prunes are reported firmer and indications point that the lower prices which were at first expected will not materialize.

DRIED FRUIT		
Evaporated Apples, per lb.	....	0 18
Currants, 90-lb., per lb.	....	0 22
Do., 8 oz. pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 20
Do., Tunis, bulk, lb.	....	0 26¾
Do., Package, 3 doz. case, lb...	....	0 15
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	**0 23**
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt....	....	0 35
Peaches, standard, per lb.	0 28	0 30
Do., choice, per lb.	**0 27½**	**0 28½**
Do., fancy, per lb.	**0 32**	**0 33**
Do., Cal., in cartons, per carton	1.56	1.62
Do., unpitted, per lb.	**0 24**	**0 25**
Pears, extra choice, per lb.....	....	**0 30**
Do., Cal., cartons, per carton.	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 28
40-50s, 25s, per lb.	....	0 26
50-60s, 25s, per lb.	....	0 23½
60-70s, 25s, per lb.	....	0 20¾
70-80s, 25s, per lb.	....	0 19
80-90s, 25s, per lb.	....	0 17
90-100s, 25s, per lb.	....	0 16¾
In 5-lb. cartons, per carton ...	....	1 25
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Cal., bulk, seeded, 25-lb. boxes	....	0 28
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	....	0 23
Do., bulk., seedless, 25-lb. boxes, per lb.	....	0 27½
Apricots, choice, 25s, lb.	....	0 45
Do., 10s, lb.	....	0 47
Do., Standard, 45s, lb.	....	0 40
Do., choice, 10s, lb.	....	0 42
Do., fancy, 45s, lb.	....	0 50
Do., do., 10s, lb.	....	0 52

Nuts in Demand

Winnipeg.

NUTS.—The feature of the nut market has been the demand for all varieties both shelled and unshelled. This is due largely to the more seasonable weather and the gradual approach of Christmas. Spot stocks of both almonds and walnuts are being rapidly cleaned up. Almonds for future delivery show slightly easier tone as compared with last week. Shelled walnuts for future have a somewhat firmer tendency. No. 1 Spanish peanuts show an advance of 1½ cents a pound. The shelled Brazil market remains very firm.

NUTS, SHELLED—		
Almonds, per lb.	0 54	0 58
Spanish Peanuts, No. 1, per lb.	....	0 19
Pecans, per lb.	....	1 10
Walnuts, per lb.	0 60	0 62
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb.	....	0 25
Almonds, per lb.	....	0 30
Filberts, per lb.	....	0 28
Walnuts, per lb.	....	0 30
Pecans, lb.	....	0 30

Flour Declines

Winnipeg.

FLOUR.—Flour declined 80 cents per barrel during the week in sympathy with the drop in the wheat market. Retailers are buying in small quantities.

FLOUR—		
Man., hard wheat, 98-lb. sacks	....	6 07½
RYE FLOUR—		
White, 98-lb, sacks	....	5 25
Medium, 98-lb. sacks.....	....	5 00
Dark, 98-lb. sacks	....	3 50
Rye meal	....	4 00

Navel Oranges Arrive

Winnipeg.

FRUITS.—The first car of California navel oranges arrived this week and are being quoted at $10 to $11. Bananas have been very scarce. Emperor grapes in kegs are reported a little easier and are quoted at $10 per keg and $6 per lug. Spanish Malaga grapes are expected very shortly and prices will be around $15 per keg. Large quantities of winter apples of different varieties are in good demand.

ORANGES—		
Navel, 176 and smaller, case	....	11.00
150s per case	....	10 50
125s, per case	....	10 00
Lemons, California, per case..	7 50	8 00
FLORIDA GRAPE FRUIT—		
64-72s, 80s and 96s, per case	....	8 50
54s, per case	....	8 00
Bananas, per lb.	....	0 15
GRAPES—		
Emp. Grapes, in lugs, per lug	....	6 00
Do., per keg	....	10.00
PEARS—		
B.C. D'anjo pears, per case..	....	6 50
Winter Nelles, per case	....	5 50
APPLES—		
B.C. Wagners, unwrap., per cs.	....	3 50
10 case lots, per case.....	....	3 25
McIntosh Reds, No. 1, per box	....	4 25
Wagners No. 1, per box....	....	4 00
Delicious, No. 1, per box..	....	5 25
Do, No. 2, per box	....	4 75
Ont. Spys, No. 1, per bbl...	....	9 50
Baldwins, No. 1, per bbl...	....	8 50

Vegetable Prices Steady

Winnipeg.

VEGETABLES.—There is practically no change in the vegetable market this week. Potatoes remain firm. Manitoba's crop this year is estimated at 3,700,000 bushels, which is about 1,500,000 bushels short of an average yield. Alberta's potato crop is estimated at 6,128,000 bushels, a reduction from last year's crop of 2,123,000 bushels. The Canadian crop is estimated at 1,791,000 bushels under last year, with a prospect of the crop falling under this estimate. Manitoba reports a poor crop of potatoes; also in southern Saskatchewan. In southern Alberta, northern Saskatchewan and northern Alberta there is a good crop. The prospects are that the prairies have produced enough potatoes this year to meet the home needs.

Potatoes, per bushel	1 75	2 00
Do., in 10 bush. lots.....	1 60	1 75
Cabbage, per cwt.	....	2 50
Carrots, per cwt.	....	2 50
Beets, per cwt.	....	2 00
Turnips, per cwt.	....	2 00
Dried Onions (B.C.), per cwt. ...	....	3 50
Celery (B.C.), per cwt.....	....	10 00

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Nov. 18.—Local fresh eggs are now quoted at 90 cents per dozen. Potatoes are holding at $45 per ton. Creamery butter is selling at 61 cents. California layer figs are 22½ cents per pound. Smyrna figs are 27 to 29 cents. Manchurian walnuts are quoted at 49 cents to 52 cents per pound. California walnuts are 35 cents and budded 38 cents. California almonds are quoted at 35 cents, Valencias 55 cents, and Jordans 76 cents. Japanese oranges are selling at 90 cents. Full deliveries are assured of early Sicily filberts and other European Christmas lines.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Nov. 18.—Sugar declined twice since last report, now quoted $14.50 per hundred. Rices are lower. Siam is now $9 to $10.25 per hundred and No. 1 Japan $10 to $12.50. Sago and tapioca has declined and further reductions are expected. New laid eggs have advanced to $22.50 per case. Breakfast bacon is down ½ cent and smoked hams 1 cent per pound lower. Spring clothes' pins are higher. Feed oats advanced from $32 to $33 per ton. Local potatoes are $45 per ton, and B. C. potatoes $55 per ton. One Eastern brand of jam is down to 90 cents on fours.

Flour, first patents, bbl.	....	13 80
Do., second patents, bbl.	....	13 60
Beans, B.C.	7 25	7 50
Rolled oats, 80s	....	4 05
Rice, Siam	9 00	10 25
Japan, No. 1	10 00	12 50
Tapioca	8 00	9 00
Sago	8 00	9 00
Sugar, pure cane, gran., cwt.	....	14 52
Cheese, No. 1, Ont., large	0 31¼	0 32
Alberta cheese, twins	....	0 30
Do., large	....	0 29½
Butter, creamery, lb.	....	0 63
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s	....	18 60
Eggs, new laid, local, case	....	22 50
Do., storage, case	....	19 50
Tomatoes, 2½s, standard, case	4 30	4 60
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case	4 35	4 60
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case	9 75	10 40
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples evaporated 50s	0 18	0 20
Do. 25s, lb.	0 19	0 21
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	....	8 50
Prunes, 90-100s	....	0 16
Do., 70-80s	....	0 17½
Potatoes, local, ton	....	45 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Nov. 18.—Sugar prices continue downward, granulated quoted at $12 and yellow $11. Pork products show slight decrease. White beans are reduced 50 cents, now quoted $4.50. Yellow eye beans are now quoted $7.25, a reduction of 75 cents. Potatoes are quoted $1.90 to $2 per 90-lb. bag. Tapioca dropped $2 per hundred, now quoted $15. Rolled oats is reduced 10 cents per bag.

Flour, No. 1 patents, bbl.	....	15 25
Cornmeal, bags	....	4 25
Rolled oats, per bag	....	5 25
Rice, Siam, per 100 lbs.	....	11 00
Tapioca, 100 lbs.	....	15 00
Molasses (extra fancy Barbadoes)	....	1 35
Sugar, standard, granulated	....	12 00
Do., No. 1, yellow	....	11 00
Cheese, Ont., twins	....	0 28
Eggs, fresh, doz.	....	0 75
Lard, compound	....	0 24¼
Lard, pure, lb.	....	0 31½
American clear pork, per bbl.	....	52 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 50
Hams, aver. 9-12 lbs.	....	0 43
Do., aver. 12-18 lbs.	....	0 43
Do., aver. 18-25 lbs.	....	0 41
Roll bacon	....	0 35
Butter, creamery, lb.	....	0 57
Do., creamery solids	0 61	0 62
Do., dairy, per lb.	....	0 53
Do., tubs	....	0 50
Raspberies, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 80
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 05
Apples, gal., N.S., doz.	....	5 00
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated Apples, per lb.	....	0 17
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	1 90	2 00
Beans, white	....	4 50
Do., yellow eye	....	7 25
Bananas, lb.	0 10½	0 11½
Lemons, Cal.	....	8 00
Oranges, 100s	....	10 50
Do., 200s	....	11 30
Grapefruit, Cal., case	....	8 00
Apples—		
Kings, No. 1	....	7 00
Do., No. 2	....	6 50
Do., Dom.	....	5 55
Do., No. 3	....	4 50
Oats, per bush.	....	1 15

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Nov. 18.—Further declines are noted in this week's market, the most outstanding being that of sugar, which dropped to $12.10. Potatoes are in fair supply at $3.50. Fresh eggs are 75 cents per dozen and case eggs 68 cents. Creamery butter is quoted at 65 cents and dairy 70 cents. Lemons are $7 to $8 per case. Oranges $10 to $12. Lard dropped 1½ cents per pound.

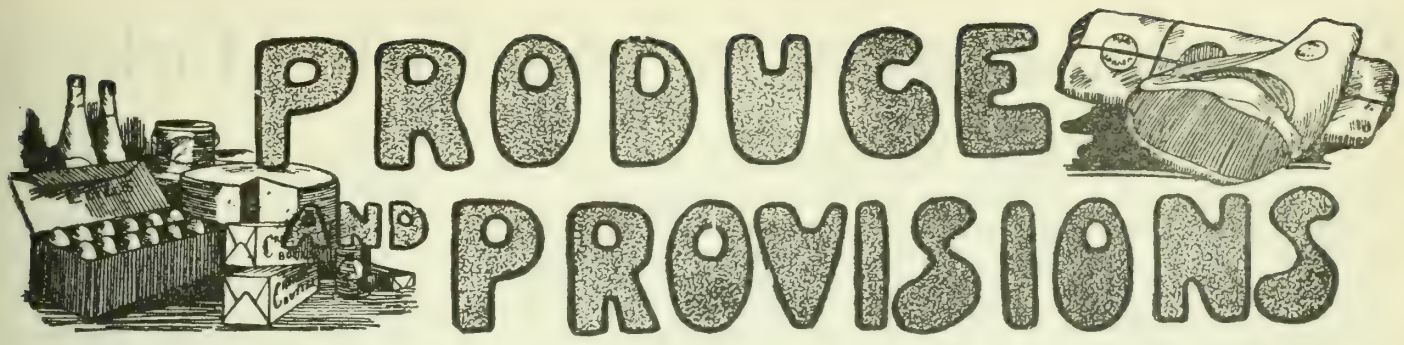
Flour, No. 1 patents, bbls., Man.	....	14 45
Cornmeal, gran., bags	....	5 50
Cornmeal, ordinary	....	3 30
Rolled oats	....	11 00
Rice, Siam, per 100 lbs.	12 00	12 50
Tapioca, 100 lbs.	15 00	16 00
Molasses	1 25	1 30
Sugar—		
Standard, granulated	....	12 10
No. 1, yellow	....	13 00
Cheese, N.B.	0 29½	0 30
Eggs, fresh, doz.	....	0 75
Do., case	....	0 68
Lard, pure, lb.	....	0 31¼
Do., compound	0 22½	0 22⅝
American clear pork	54 00	55 00
Tomatoes, 2½s, standard, case	....	4 20
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 48	0 52
Butter, creamery, per lb.	....	0 65
Do., dairy	....	0 70
Do., tub	0 58	0 60
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	....	3 60
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	...
Potatoes, per bbl.	....	3 50
Sugar, standard, granulated	....	14 00
Do., No. 1, yellow	....	13 00
Lemons, case	7 00	8 00
Oranges, case	10 00	12 00
Bananas, lb.	....	0 13
Grapefruit, case	8 00	8 50

COOLER WEATHER NEEDED FOR FLORIDA'S CITRUS CROP

Owing to the continuation of warm weather, the coloring of Florida's citrus fruit crop is going forward slowly, considerably handicapping shipments, according to some of the largest Southern Florida shippers. One of these authorities at Tampa, in discussing the situation, estimated that the combined orange and grapefruit yields this season would total 13,500,000 boxes, of which 5,000,000 will be grapefruit and 8,500,000 oranges.

A considerable part of the Florida grapefruit has not fully matured and is very slow in coloring, and reports from the markets indicate an accumulation on account of the poor color and eating qualities as a result of moving the fruit too soon. This condition has at the present time caused the markets to slightly ease off except for more desirable and better-matured fruit.

The general outlook for market conditions is very favorable, it is said, yet the ripening of the fruit depends on weather conditions, and if there is sufficient cool weather shortly to color and sweeten it there is every expectation that a splendid reception of shipments in Northern markets with satisfactory prices will exist.



Should Not Expose Cheese to Sudden Changes of Temperature

Always Store Cheese in a Cool Place—Should Be Frequently Inspected and Turned Once Every Week—June and September Cheese Best for Storing.

A SUBSCRIBER to Canadian Grocer in Quebec recently asked for some information on the handling and curing of domestic cheese.

Cheese, like many another commodity, needs careful attention if the merchant desires to build a reputation on quality for this line. There are many merchants who always cure their own cheese, buying the green or new cheese, preferably that made in June and September. The cheese made in these months are full cream and are rich in butter fat, and when properly cured have a mellow, snappy flavor which is so desired by lovers of old cheese.

If a large quantity of cheese is to be cured, it is a good plan to have a separate room partitioned off in the basement. This of course is not essential, but by keeping it in a section by itself it is easier to look after, and other articles are not likely to be piled upon the cases or accumulate around them. This is often likely to happen, especially during the busy season.

Cheese should never be piled directly upon the basement floor. A platform should be constructed about a foot from the floor or the cheese placed upon empty boxes. The basement should be cool, neither damp nor yet too dry, and uninfluenced by sudden changes of weather or season. The temperature, if possible, should not be permitted to exceed 50 degrees. Around 50 degrees is considered the best degree of temperature. A place exposed to sudden changes of temperature is absolutely unfit for the storage of cheese.

Frequent Inspection

The cheese should be frequently inspected and turned over. The fine flavor of the cheese depends altogether on the systematic turning, which should be done at least once every week. Cheese contains a large portion of oils and fats, which settle to one end unless the cheese is frequently turned. This turning process is the real secret in ripening and bringing cheese to a state of perfect maturity.

When mold or mites appear on the top these should be carefully scraped off and the surface rubbed with a little sweet oil or strong brine.

If sign of swelling is noted, it should be pierced with a wire to give vent to the gas, which can be expelled by a gentle pressure on the swollen part.

For maggots or "hoppers" the remedy is to clean the affected parts and keep the cheese well dusted with rice flour.

When a cheese is cut it can be kept moist by pressing a piece of buttered parchment paper firmly on the cut surface or rubbing the surface with a little butter. If this is done there will be less dryness and shrinkage.

Scarcity of Whitefish is Due to Three Causes

Fishermen Suffer Losses, Due to the Damage to Nets and the Loss of the Same—Government Action Also Forced Independent Fishermen to Cease Fishing for Whitefish.

By D. R. DRYSDALE

THE scarcity of whitefish on the Toronto market is due to three causes.

This month there have been experienced gales on Lake Ontario, the like of which have not been seen for a number of years, with the result that producers have suffered such damage to and loss of nets that they find it more profitable to wait for better weather conditions.

Shipped Across the Border

Then again government whitefish were produced last summer, at a fixed price, from the northern lakes, which were practically virgin territory, in such great quantities that independent fishermen were forced to quit their fishing for at least whitefish or sell at what they considered a loss. The government fishermen, not having facilities for freezing what was not sold of the catch, had to find a market, and this was easily done by shipping across the border, with the result that none of these fish were frozen to take care of the demand at this time of the year.

Now, our friends across the line have cultivated a taste for whitefish and are now offering the fishermen at the eastern end of Lake Ontario 25 and 28 cents a pound for their catch. Of course, this price would be prohibitive here, but relief may be expected when winter weather has come to stay and wholesalers can bring down the frozen northwest whitefish in carload lots.

Lake Herrings in Demand

Lake herrings are in great demand and have been very plentiful lately. Fresh fall salmon is off the market, but large quantities of these fish have been frozen to take care of later demands. There will be a small increase of possibly one or two cents a pound in the price.

This is good weather for the fish business and the demand for all lines has been so great that it is often necessary to make shipments to the retailer direct from the car on the track to keep orders on schedule.

WHAT IS THE SIZE OF THIS BARREL?

From the orchard of Iva K. Emory, Rockport, Ont., come apples of the Baldwin variety, one of which weighs an even pound. The tree from which it was picked yielded ten barrels, seven of which were gathered from the tree without the pickers leaving the ground. One hundred and thirty-three of these apples filled a barrel. W. W. Emory, of Cherry Valley, helped to pick and pack these apples. Mr. Emory has a choice lot of apples in his own orchard at Cherry Valley.—Port Hope Guide.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Nov. 19—The feature of the produce market this week is the advance in the price of eggs. Strictly fresh eggs in some cases have advanced ten cents per dozen and are now selling at 90 cents. Butter shows a further decline of one cent as is also the case with lard. Shortening is easier in sympathy with the lard market. Hogs are still easier in price and as a result pork prices are also easier. The cheese market shows weakness, due principally to the weaker sterling exchange. The supply of cattle offered on the market is better and it is reported that there is a bigger demand for the poorer grade of cattle and that on account of price the better grades are being turned down. Haddock and cod are slightly higher this week, but the supply is very fair. The supply of oysters is keeping up with the demand which is very good.

Pork Prices Decline

Montreal.

FRESH MEATS.—There is a still easier feeling this week in the market for fresh meats. The supply of cattle and particularly hogs is better, with lower prices on pork. These larger offerings of hogs are general throughout the country and the downward trend of prices seems to be general. Some cuts of beef are quoted a little easier this week but these are the cheaper grades in most cases.

FRESH MEATS

Hogs, live (selected)	0 16¾	0 17½
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	....	0 30
Fresh Pork—		
Legs of pork (foot on)	0 34	0 35½
Loins (trimmed)	....	0 41
Bone trimmings	....	0 31
Trimmed shoulders	0 31	0 34
Untrimmed	....	0 27½
Pork sausage (pure)	....	0 25
Farmer Sausage	....	0 20
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18

Fresh Beef—

(Cows)			(Steers)	
$0 18	$0 25	Hind quarters	$0 22	$0 30
0 10	0 14	Front quarters	0 10	0 16
0 24	0 34	Loins	0 30	0 42
0 16	0 26	Ribs	0 16	0 30
0 10	0 14	Chucks	0 10	0 16
....	0 20	Hips	....	0 22
Calves (as to grade)			0 18	0 30

Smoked Meats Unchanged

Montreal.

SMOKED MEATS.—Despite the lower tendencies in pork there has not been much change of note this week in smoked meats. The demand is continuing very good and prices seem to be holding firm for the present at least. There is a likelihood that, with the downward trend of pork prices, that smoked meats will be affected in price.

BACON—		
Breakfast, best	0 46	0 47
Smoked Breakfast	0 46	0 47
Cottage Rolls	....	0 38
Picnic Hams	....	0 32
Wiltshire	0 44	0 47½
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 39
Do., 14-20	....	0 39
Do., 20-25	....	0 30
Do., 25-35	....	0 30
Over 35 lbs.	....	0 29

Barrelled Meats Unchanged

Montreal.

BARRELLED MEATS.—There is no change this week in quotations on barrelled meats. The demand at the present time is not large, and owing to weakness in general on the meat market this market too is not strong.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	....	57 00
Clear fat backs (bbl.), 40-50 pieces	....	49 00
Heavy mess pork (bbl.)	....	39 00
Plate Beef	....	25 00
Mess Beef	....	23 00

No Change in Cooked Meats

Montreal.

COOKED MEATS. — There is no change in the market for cooked meats. The demand is not large at this time of the year.

Jellied pork tongues	....	0 45
Jellied pressed beef, lb.	....	0 36
Ham and tongue, lb.	....	0 42
Veal	....	0 35
Hams, cooked	0 61	0 68
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Shortening is Unsteady

Montreal.

SHORTENING.—Although there is no definite change in the prices on shortening, the market is a great deal weaker in view of the lower prices on lard. Prices are unsteady and vary according to the brand and quantity purchased. Lower quotations are expected, however, in sympathy with the lard market.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 24½
Tubs, 50 lbs., per lb.	....	0 25
Pails, 20 lbs., per lb.	....	0 25¼
Bricks, 1 lb., per lb.	0 27	0 27¼

Cheese Prices Weaker

Montreal.

CHEESE.—The easy feeling on the cheese market during the past week has developed into weakness this week with a decline of 1⅝ cents on the primary market. This is accounted for in the decline of sterling exchange. This decline, however, is not immediately felt in the grocery trade.

CHEESE—		
New, large, per lb.	....	0 28
Twins, per lb.	....	0 28
Triplets, per lb.	....	0 28
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	0 34	0 35
Quebec	0 28	0 29

Fresh Eggs 90 Cents

Montreal.

EGGS.—There is another advance this week in the price of strictly fresh eggs. The price of other grades is unchanged but strictly fresh eggs are selling as high as 90 cents in Montreal with no indication of an easier market.

EGGS—		
Strictly fresh	0 85	0 90
Selects	....	0 70
No. 1	....	0 60

Further Decline on Butter

Montreal.

BUTTER.—The market for butter shows further weakness this week with a decline of 1 cent. per pound on creamery butter in some instances. Pasteurized creamery butter is, however, unchanged. This is accounted for by some in that the merchants are not buying as yet any more than their immediate requirements and the outside demand is small. Prices are even lower than the 1 cent. decline at the auction sales where butter is sold in large quantities, showing as much as a decline of 2¾ cents. In some outlying towns butter is higher than in Montreal.

BUTTER—		
Creamery prints, qual., new	0 54	0 55
Do., solids, quality, new	0 53	0 54
Dairy, in tubs, choice	0 49	0 50
Do., prints	....	0 50

Lard Market Unsteady

Montreal.

LARD.—There has been an easier feeling in lard during the past week, but this has changed to an uneasy feeling in the local market. The demand is limited at the present time and the supply seems to be very good with larger offerings, all of which goes to make a more uncertain market for lard than there has been for some time. The lower prices mean a decline of one cent. a pound on the bricks.

LARD—		
Tierces, 360 lbs.	....	0 28½
Tubs, 60 lbs.	....	0 29
Pails, 20 lbs.	....	0 29½
Bricks	....	0 31

Haddock and Cod Higher

Montreal.

FRESH FISH.—There is a good supply of fresh haddock and cod offered on the market this week but there is an advance of ½ cent per pound in each. There is an increasing demand for smoked fish at this season. The supply of oysters is very good and the demand is equally as good.

FRESH FISH

Haddock	....	0 07½
Steak cod	0 10	0 11
Market cod	....	0 07
Mackerel	....	0 18
Flounders	....	0 10
Live Lobsters	....	0 60

Salmon Cohoes	0 25	0 30
Shad	....	0 18
Gaspé salmon	....	0 40
Halibut	....	0 27
Gaspereaux, each	....	0 05
Whitefish	....	0 21
Lake Trout	....	0 21
Brook trout	....	0 50
Pike (dressed)	....	0 14
Perch	....	0 15
Fresh eels, per lb.	....	0 15
Fresh herrings, each	....	0 07
Doree	....	0 20
Fresh Herrings	....	0 06
Steak Pollock, dr. per lb.	....	0 07
FROZEN FISH		
Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	....	0 23
Mackerel	0 15	0 16
Pike, headless and dressed	....	0 14
Market Cod	0 06	0 06½
Sea Herrings	0 06	0 07
Salmon dr., Spring	....	0 28
Salmon, Cohoes, round	....	0 23
Salmon, Qualla, hd. and dd.	....	0 13
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Sardines, half barrel	....	6 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 50
Boneless cod (20), per lb.	0 16	0 20
SMOKED		
Finnan Haddie, 15-lb. box	....	0 14
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35
BULK OYSTERS		
Standard, No. 1, can	....	3 00
Do., No. 3, can	....	8 75
Selects, No. 1, can	....	3 50
Selects, No. 3, can	....	11 00
Jars, 1 doz. box	....	6 50
Do., 2 doz. box	....	12 50

ONTARIO MARKETS

TORONTO, Nov. 19—Fresh meat cuts are unchanged. Live hog receipts were light during the week with quotations down to the fed and watered basis of $16.25 per hundred. Packers are offering one dollar less for next week. Mess pork and short cut backs are down one dollar per barrel. Boiled hams are reduced two cents per pound. Other cooked meats are unchanged under a quiet demand. The butter market is fairly steady with prices unchanged. New-laid eggs are very scarce. Storage eggs are being used freely to meet local consumption. Lard prices are down one cent per pound. The market is easy with a tendency for a further reduction. Fresh lake fish are scarce, but ocean caught fish are in good supply. There have been fairly heavy receipts of poultry during the week with prices well maintained.

Hog Market Weak

Toronto.

FRESH MEATS.—There continues to be an unsettled condition in the hog market. Quotations are down to $16.25 and $16.50 on the fed and watered basis. Hog receipts were not as heavy during the week but packers are offering one dollar under present prices for next week. Fresh meat cuts are unchanged.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	24 00	26 00
Live, off cars, per cwt.	16 50	16 75
Live, fed and watered, per cwt.	16 25	16 50
Live, f.o.b., per cwt.	15 25	15 50
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 38
Loins of pork, lb.	....	0 45
Fresh hams, lb.	....	0 39
Tenderloins, lb.	....	0 65
Spare ribs, lb.	....	0 21
Picnics, lb.	....	0 27
New York shoulders, lb.	....	0 33½
Boston butts, lb.	....	0 38
Montreal shoulders, lb.	....	0 32½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 22	0 25
Front quarters, lb.	0 13	0 16
Ribs, lb.	0 22	0 28
Chucks, lb.	0 13	0 16
Loins, whole, lb.	0 25	0 35
Hips, lb.	0 18	0 23
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 25	0 28
Spring lamb, lb.	0 25	0 27
Sheep, whole, lb.	0 12	0 18

Above prices subject to daily fluctuations of the market.

Barrel Pork Lower

Toronto.

PROVISIONS.—There is no change in quotations on smoked meats, with the exception of Wiltshire, which has declined one half cent per pound. The tendency is that a shading of prices will be manifest on smoked hams and bacon. Mess pork in barrels has declined one dollar, bringing the price down to $38. Short cut backs are also lower, now quoted $54 and $55.

Hams—		
Small, 6 to 12 lbs.	....	0 45½
Medium, 12 to 20 lbs.	....	0 45
Large, 20 to 35 lbs, each, lb.	....	0 41½
Heavy, 25 to 35 lbs.	....	0 35½
Heavy, 35 lbs. and upwards	....	0 32½
Backs—		
Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 59	0 63
Rolled, per lb.	0 66	0 69
Bacon—		
Breakfast, ordinary, per lb.	0 45	0 47
Breakfast, fancy, per lb.	0 48	0 56
Breakfast, special trim	....	0 61
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	....	0 40½
Wiltshire, three-quarter cut	....	0 44½
Wiltshire, middle	....	0 46½
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 30
Do., av. 80-90 lbs.	....	0 28
Clear bellies, 15-30 lbs.	....	0 31½
Fat backs, 10 to 12 lbs.	....	0 24
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess Pork, 200 lbs.	....	38 00
Short cut backs, 200 lbs.	54 00	55 00
Pickled rolls, bbl. 200 lbs.:—		
Lightweight	....	66 00
Heavy	....	60 00

Above prices subject to daily fluctuations of the market.

Boiled Hams Down Two Cents

Toronto.

COOKED MEATS.—Cooked meats are holding fairly steady under a quiet demand. Boiled hams are reduced 2 cents per pound, now quoted at 63 to 66 cents.

Boiled hams, lb.	0 63	0 66
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	....	0 54
Head cheese, 6s, lb.	....	0 17
Choice jellied ox tongue, lb.	....	0 66
Jellied calves tongue	....	0 52
Ham bologna, lb.	....	0 20
Large bologna, lb.	0 17	0 18
Spice beef, lb.	....	0 32

Above prices subject to daily fluctuations of the market.

Butter Market Quiet

Toronto.

BUTTER.—The butter market is quiet with prices steady. A slight shading is noted on some lower grades.

BUTTER—		
Creamery prints	0 54	0 59

Eggs Remain Firm

Toronto.

EGGS.—Many of the shipments that have arrived during the week show signs of having been held and stocks which will grade specials is very scarce, with the consequence that some dealers have advanced prices 2 cents per dozen. The average price, however, is holding at 70 cents for selects and 64 cents for No. 1. Strictly new laids are very scarce and are quoted at 85 cents per dozen packed in cartons.

EGGS—		
Selects	....	0 70
No. 1 candled	....	0 64
New-laid in cartons	....	0 85

Prices shown are subject to daily fluctuations of the market.

Cheese Market Unchanged

Toronto.

CHEESE.—The cheese market is quiet with quotations holding at 27 cents per pound.

CHEESE—	
Large, per lb.	0 27

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Lard Prices Down

Toronto.

LARD.—The lard market continues with an easy tone under a decline of one cent per pound. One pound prints are now quoted at 30 cents and on the tierce basis 27 cents per pound.

LARD—	
1-lb. prints	0 30
Tierces, 400 lbs.	0 27

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Shortening Rules Easy

Toronto.

SHORTENING.—The shortening market continues with an easy tone. Quotations are unchanged at 25 cents for one pound prints and 20½ cents on the tierce basis.

SHORTENING—	
1-lb. prints	0 25
Tierces, 400 lbs.	0 20½

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Margarine Steady

Toronto.

MARGARINE.—There is no change in quotations on margarine. The market is steady under a quiet demand.

MARGARINE—		
1-lb. prints, No. 1	....	0 36
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	0 33	0 35

Scarcity in Lake Fish

Toronto.

FISH.—There is a scarcity noted on fresh lake fish. Dealers are recommending B.C. fall salmon, claiming that it is similar in flavor to fresh trout. Fall salmon is selling at 10 and 11 cents per pound. Oysters in the shell are quoted at $20 per barrel for 600 count and $18 for 800 count. Smoked fish is moving freely at unchanged quotations.

FRESH SEA FISH		
Cod Steak, lb.	0 11	0 12
Do., market, lb.	....	0 09
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 18	0 19
Do., mediu m	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	0 09	0 10
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 17	0 18
Fall Salmon	0 10	0 11
Oysters—		
No. 1 tins	....	4 20
No. 3 tins	....	12 30
No. 5 tins	....	20 00
Glass jars, doz.	....	6 50
Shell Oysters—		
600 count, per bbl.	....	20 00
800 count, per bbl.	....	18 00
FROZEN FISH		
Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 12
Flounders	0 10	0 11
Pike, round	....	0 08
Do., headless and dressed	....	0 09
Salmon, Cohoe	....	0 23
Do., Red Spring	....	0 28
Sea Herring	0 07½	0 08
Brill	0 10	0 11
SMOKED FISH		
Haddies, lb.	0 12	0 13
Fillets, lb.	....	0 18
Kippers, box	2 25	2 75
Bloaters	....	3 00
Boneless Digbys, box	....	2 00
Bundles, Digby	....	1 20
Ciscoes, lbs.	....	0 22
Salmon Snacks, lb.	....	0 24

PICKLED FISH		
Labrador Herrings, kegs, 100 lbs.	....	6 50
Do., bbl., 20 0lbs.	....	12 00
Do., pails, 20 lbs.	....	2 25
Salt Mackerel, 20-lb. kit.	....	3 25
Do., kegs, 100 lbs.	....	15 00
Holland Herrings, Milchers	....	1 35
Do., mixed	....	1 25
DRY SALT FISH		
Quail on Toast, 24 pks. to case, lb.	....	0 16
Shredded Cod, per box	....	2 40
English Strip Cod, 30-lb. box	....	6 00
Imperial Strip Cod, 25-lb. box, lb.	....	0 15
Skinless Cod, 100 lbs., lb.	....	0 15

Poultry Prices Maintained

Toronto.

POULTRY.—Receipts of poultry have been fairly heavy during the week. The quality is improving. Prices are unchanged.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	-$0 35	-$0 43
Roosters	- 0 17	- 0 20
Fowl, over 5 lbs.	- 0 28	- 0 30
Fowl, 4 to 5 lbs.	- 0 23	- 0 27
Fowl, under 4 lbs.	- 0 16	- 0 20
Ducklings	- 0 28	- 0 30
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live.	- 0 25	- 0 30

Prices quoted to retail trade—

	Dressed	
Hens, heavy	0 30	0 32
Do., light	0 26	0 28
Chickens, spring	0 30	0 35
Ducklings	0 30	0 35

WINNIPEG MARKETS

WINNIPEG, Nov. 19.—Business is reported good in the produce and provision market. Hogs declined 50 cents per cwt. This decline, however, has not effected any change in quotations on fresh pork cuts. Smoked hams declined 2 cents a pound and best quality is now being offered at 45½ cents a pound. Bacon on the other hand has shown an increase of 2 cents a pound and is being quoted at 66 cents for best back bacon. The butter market has also shown a firm tone and creamery butter is bringing 62 cents a pound. Lard remains steady but shortening has declined. Eggs have shown a decided advance. Cheese remains unchanged while poultry is reported scarce.

Hog Quotations Lower

Winnipeg.

FRESH MEATS.—Hogs have declined 50 cents per cwt., selected hogs are now quoted at $16 per cwt. The decline in the hog market has not effected any change in price of fresh pork cuts. Fresh beef from steers and heifers remains unchanged.

HOGS—		
Selected, live, cwt.	....	16 00
Heavy, cwt.	....	13 00
Light, cwt.	....	14 00
Sows, cwt.	....	9 00
Fresh Pork—		
Legs of pork, up to 20 lbs., lb.	0 26½	0 33½
Spare ribs, lb.	....	0 23½
Loins of pork, lb.	0 43	0 46
Fresh hams, lb.	0 28½	0 35½
Picnics, lb.	....	0 27
Shoulders, lb.	0 29	0 33
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 24
Front quarters, lb.	0 10	0 13
Whole carcass, good grade, lb.	0 11	0 18
Mutton—		
Choice, lb.	....	0 15
Lambs—		
Choice, 30-45 lbs., lb.	....	0 23

Roast Ham Declines

Winnipeg.

COOKED MEATS.—Roast ham declined 2 cents per pound and is now quoted at 65½ cents. There has been no other changes and business is reported fair.

Hams, best quality, skinned, lb.	....	0 65½
Do., roast, lb.	....	0 65½
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins	....	0 22
Jellied Beef, Tongue, lb.	....	0 68
Jellied Pork Tongue, lb.	....	0 61½
Baked Luncheon Loaf, lb.	....	0 28

Smoked Hams Are Lower

Winnipeg.

PROVISIONS. —Smoked hams declined about 1 cent per pound during the week, while bacon is reported very scarce and advanced 2 cents per pound. The best quality of back bacon is now quoted at 66 cents per pound.

8 to 16 lbs., per lb.	....	0 45½
16 to 20 lbs. per lb.	....	0 42½
Boneless, 8 to 15 lbs., per lb.	....	0 50½
Skinned, 14 to 18 lbs., per lb.	....	0 46
Do., 18 to 22 lbs., per lb.	....	0 44
BACON—		
Backs, 5 to 12 lbs., smoked	....	0 66
Do., 12 to 16 lbs., smoked	....	0 64
Do., 10 to 14 lbs., skinned and peamealed	....	0 63½
Do., 4 to 10 lbs., sliced	....	0 66
Cottage rolls, boneless	....	0 41½

Butter Advanced

Winnipeg.

BUTTER.—Butter has advanced 2 cents per pound. Creamery butter is now offered at 62 cents per pound. There is no change in the dairy butter situation.

BUTTER—		
Creamery, best table grade	....	0 62
Dairy, best table grade	....	0 50
Margarine	0 37	0 39

Shortening Prices Lower

Winnipeg.

LARD.—The lard market remains firm while a decline of ½ cent per pound is reported on shortening. Crisco also declined 1 cent per pound.

Pure lard, No. 1, quality, per lb. (in tierces of 400 pounds.)	....	0 30
Do., wooden pails, 20-lb. pails	....	6 50
Shortening, wooden pails, 20-lb. pails, per pail	....	5 10
Shortening, tierces of 400 lbs., per lb.	....	0 23

Eggs Are Higher

Winnipeg.

EGGS.—The egg market is very firm and receipts are extremely light. During the week eggs advanced 3 cents per dozen and fresh farm eggs are now quoted at 68 cents per dozen, with fresh candled eggs at 60 cents. Fresh eggs are very scarce and practically the whole of the domestic requirements are being taken from storage stocks.

Cheese Unchanged

Winnipeg.

CHEESE.—There is no change in the cheese situation. Manitoba cheese is practically unprocurable, while Ontario receipts are reported very light.

CHEESE		
Ontario, large, per lb.	....	0 29½
Do., twins, per lb.	....	0 29¾
Manitoba, large, per lb.	....	0 30
Do., twins, per lb.	....	0 31

Poultry Scarce

Winnipeg.

POULTRY.—Very little poultry is at present arriving. Dressed poultry continues to be in good demand. Ducks are now quoted at 42 cents a pound, with turkeys at 55 cents a pound.

Roosters, dressed, lb.	....	0 28
Chicken, dressed, lb.	....	0 38
Chicken, milk fed, lb.	....	0 44
Fowl, dressed, lb.	....	0 34
Ducks, lb.	....	0 42
Turkeys, lb.	....	0 55

Fish Remains Unchanged

Winnipeg.

FISH.—There is practically no change in the prices of fish.

FRESH FROZEN FISH		
Black Cod, lb.	....	0 14
Brills, lb.	....	0 09½
Herring, Lake Superior, 100-lb. sacks, new stock	....	....
Halibut, chicken, cases 300 lbs.	....	0 17
Do., broken cases	....	0 18
Jackfish, dressed	....	0 10
Pickerel, case lots	....	0 13
Salmon—		
Cohoe, in full boxes, 300 lbs.	....	0 21
Do., in broken cases	....	0 22
Red Spring, in full boxes	....	0 25½
Do., broken cases	....	0 26½
Soles	....	0 09½
Baby Whites or Tulibees	....	0 09½
Whitefish, dressed, case lots	....	0 17
Do., broken cases	....	0 18
SMOKED FISH		
Bloaters, Eastern National, case.	....	3 50
Do., Western, 20-lb. boxes, box	....	....
Haddies, 30-lb. cases, lb.	....	0 15
Do., in 15-lb. cases, lb.	....	0 15
Kippers, East. Nat., 20 count, per count	....	2 25
Do., Western, 20-lb. boxes, box.	....	2 15
Fillets, 15-lb. boxes, lb.	....	0 20
SALT FISH	....	....
Steak Cod, 2s, Seely's, lb.	....	....
Acadia Strip Cod, 30-lb. boxes, lb.	....	....
Acadia Cod, 12-2s, wood boxes, lb.	....	....
Do., 20-1s, tablets, lb.	....	....
Holland Herring, Milkers, 9-lb. pails, per pail	....	1 40
Do., mixed, 9-lb. pails, per pail	....	1 30
Labrador herrings, 100-lb. bbls., per bbl.	....	....

Mince Meat!

With the approach of the

Christmas Season

You Should Feature Prominently

DAVIES'

Mince Meat

With the prevailing high cost of dried fruits and spices the housewife will hesitate before making her own Mince Meat this year. She will be more than likely to buy prepared Mince Meat.

Davies' Mince Meat is made from selected apples, dried fruit, spices, suet and other pure ingredients, and it has all the rich, delicious, fruity flavor of real home-made Mince Meat.

A real quality line, that can be featured all through the winter—beginning from now on. Let us ship you a tryout order.

Write us for prices, or ask our salesman the next time he calls.

THE WILLIAM DAVIES COMPANY LIMITED

Toronto

MONTREAL HAMILTON

MARIGOLD



MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

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Montreal and
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That day has passed. The advertiser no longer depends upon "mere claims." The Audit Bureau of Circulations has untied the strings to the sack and the circulation of the better class of publications is thrown open for the most searching scrutiny.

In buying advertising space in Canadian Grocer you are not buying "a pig in a poke." Our A.B.C. statements will stand the analysis of the most exacting investigator.

CANADIAN GROCER

MONTREAL TORONTO WINNIPEG VANCOUVER

BRUNSWICK BRAND
Sea Foods
A Profitable and Fast Moving Line



When your customers call or 'phone for an order of seasonable fish, suggest Brunswick Brand. The present time is very appropriate for selling this line, as they make delicious sandwiches or other table courses, suitable for Fall and Winter socials.

Thousands of Canadian grocers have found these *canned sea foods* readily saleable and profitable. They possess a wholesome flavor that always satisfies. Ready to serve on opening the tin.





Connors Bros., Limited

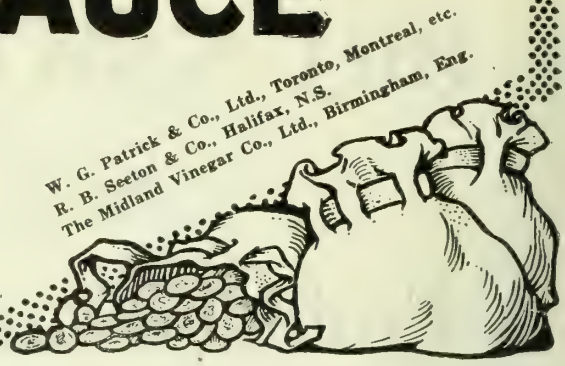
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Sells by merit

Our world-wide advertising helps the sales—every advertisement brings customers for the first time—but it's the merits of H.P. Sauce which make the sales progressive.





The World's Finest Vinegar Product

Brewed from choice barley malt, clarified and aged after the manner of the best wines, Heinz Malt Vinegar has a natural golden-brown color and delicious aromatic flavor not found in any other vinegar. In 16 oz. and 32 oz. bottles.

H. J. HEINZ COMPANY

Pittsburgh Toronto Montreal



OLIVE BUTTER

Unquestionably appetizingly popular.

A palatable product prepared from Selected Spices, Olives, Pimento and Malt Vinegar — the Very Highest Grade Obtainable.

Prominently displayed, Olive Butter will prove itself a brisk seller.

HAVE A STOCK OF OLIVE BUTTER ON HAND AND DISPLAY IT EVERY DAY.

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E.W. Jeffress, Limited

WALKERVILLE, ONT.

W. G. Patrick & Co., Limited, Toronto and Winnipeg
Selling Agents for our Blue Seal Lines.



Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

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SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

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KITCHENER ONT
TRADE MARK

Encourage Your Customers to Choose "Schneider's"

Every customer of yours likes clean, wholesome meat. Therefore, encourage their buying of Schneider's Pure Meat Sausage—delightful in flavor. The satisfaction it gives to the purchaser will help your sales.

Schneider's Guaranteed Bacon

During this season of the year there is nothing more tempting and delicious for breakfast than a dish of Schneider's Guaranteed Bacon, served probably with poached or fried eggs. You can safely recommend this bacon to be properly cured —and your sales will be large and profitable.

J. M. SCHNEIDER & SON, LIMITED
KITCHENER, ONTARIO

Drop us a Card for Sausage and Smoked Meat Quotations. Satisfaction guaranteed on all mail orders.



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"MARSH'S" Good Fall and Winter Lines

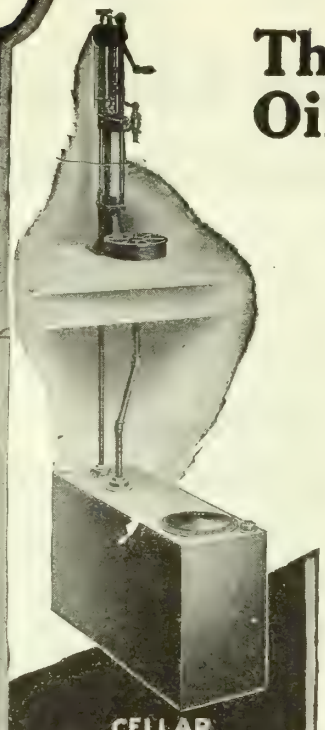
In every household of good taste Marsh's Unfermented Port, Black Cherry Wine, Raspberry Vinegar or Grape Juice should be used. The hostess knows when serving any one at the social functions that it will be an appreciated climax to any enjoyable gathering. Especially good when served with fruit, cake or tea biscuits.

Replenish your stock to-day with these delicious beverages — made from luscious fruits.



The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:
The McLaren Imperial Cheese Company, Limited
Toronto and Montreal



Think About Your Oil Room

Think of the many minutes you lose in a day, handling gasoline and oil, minutes you could save by the use of up-to-date equipment.

Has each sale made actually paid you a profit, or have the profits gone glimmering, because of overmeasure, oil spilled or lost through leakage and evaporation and too much time spent in handling?

A

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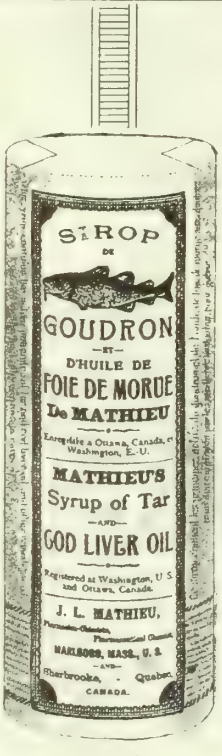
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MATHIEU'S
SYRUP OF TAR
and
COD LIVER OIL

This highly efficient and nationally known MATHIEU COUGH REMEDY is not only a cough cure of the highest order but it also possesses tonic properties that build up the system while curing the cold.

Its curative properties will win the confidence of your customers and on every sale there is a real worth-while profit.

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After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST. : : : : MONTREAL, P.Q.

Why You Should Feature KING GEORGE'S NAVY

—the best liked "chew" in Canada

When you find veteran tobacco chewers asking for "KING GEORGE'S NAVY," it is sure evidence of its customer-pleasing quality.

There are many chewers in your community who would appreciate KING GEORGE'S NAVY.

And the profits are real good.



Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

Furnivall's FINE FRUIT PURE JAM

Value for your Money

— is what you receive after stocking Furnivall's Jam. Constant repeat sales are reported being made daily by our satisfied merchants, as its reputation as a delicious fruit jam is increasing.

In addition, your own customers will receive due reciprocation, in that they shall find it economical, saving butter, when serving the youngsters with a bread luncheon.

A display of FURNIVALL'S Fine Fruit Pure Jam will bring you good results.



FURNIVALL-NEW
Limited

Hamilton - Canada

AGENTS—**The City of Ottawa, Quebec and the Lower Provinces with the exception of Cape Breton:** Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Toronto:** C. H. Grainger & Co., 406 Parliament St. **Manitoba:** Norman & Screaton, Scott Block, Winnipeg, Man. **Northern Ontario:** E. A. Cuff, North Bay. **Hamilton:** J. T. Price & Co., 35 Mary St., Hamilton, Ont. **Cape Breton Island, N.S.:** O. N. Mann, Sydney, N.S. **Saskatoon:** Gilbert Stroyan, Saskatoon, Sask. **Newfoundland:** E. J. Godden, St. John's, Newfoundland.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK
Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$8 00
Reindeer Brand, small, each 48 cans	9 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario

Wheatgold Breakfast Cereal Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50
5-lb. tins, 1 doz. in case	7 15

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches
Laundry Starches

Boxes—	
40-lb. Canada Laundry	$0 09¾
100-lb. kegs, No. 1 white	0 10¼
200-lb. bbls., No. 1 white	0 10¼
40-lb. Edwardsburg Silver Gloss 1-lb. chromo pkgs.	0 11¾
40-lb. Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	4 70

Culinary Starch

4 lbs. W. T. Benson & Co.'s Challenge Corn	0 10

(Prices in Maritime Provinces 10c per case higher.)

20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 13

(20-lb. boxes ¼c higher, except potato flour.)

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 11½
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Argo Corn Starch, 1 lb. packages	0 10
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 13

(20-lb. boxes ¼c higher, except Potato Flour)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 15
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55
20-lb. tins, ¼ doz. in case	6 00
Barrels, about 700 lbs.	0 08
Half barrels, about 350 lbs.	0 08¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	$5 55
5-lb. tins, 1 doz. in case	6 25
10-lb. tins, ½ doz. in case	5 95

(5, 10 and 20-lb. tins have wire handles.)

GELATIN

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

MAGOR, SON & CO., LTD.

INFANTS' FOOD

	Doz.
Robinson's Patent Barley—	
1-lb.	
½-lb.	
Robinson's Patent Groats—	
1-lb.	
½-lb.	

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.C.F., 1-lb.	
F.D., ¼-lb.	

	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25

	Doz.
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1 24
Bobs, 12s	1 18
Currency, 12s	1 18
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 80
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 26
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 34
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 80
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 85

Please be patient with us

for a few days if you haven't received your order of new-priced BROWN LABEL "SALADA."

We have thousands of orders to

deal with and are shipping all in rotation.

We ask you, please

DO NOT SEND BACK THE 70 CENT PACKETS UNTIL YOU ACTUALLY RECEIVE YOUR SHIPMENT OF 55 CENT TEA, OTHERWISE YOUR CUSTOMERS MUST BE INCONVENIENCED BY HAVING TO GO WITHOUT "SALADA"

The public response to this striking reduction in the price of such a staple article as "SALADA" will surely mean a great strengthening in the volume of "SALADA" sales, which are already larger than those of any other Tea.

BROWN LABEL

POUNDS	HALVES
45c	**46c**

RETAILS FOR

55c	**56c**



Seasonable Arrivals

Extra Fancy
Florida Oranges and Grapefruit

Extra Fancy
California Oranges and Lemons

New Hallowee Dates

New Crop Nuts

LET US HAVE YOUR ORDERS

The House of Quality

Hugh Walker and Son Limited
Established 1861
GUELPH, ONTARIO

New Table Raisins
New Shelled Almonds
Florida Oranges
New Lemons

BOXES APPLES IN GREAT VARIETY

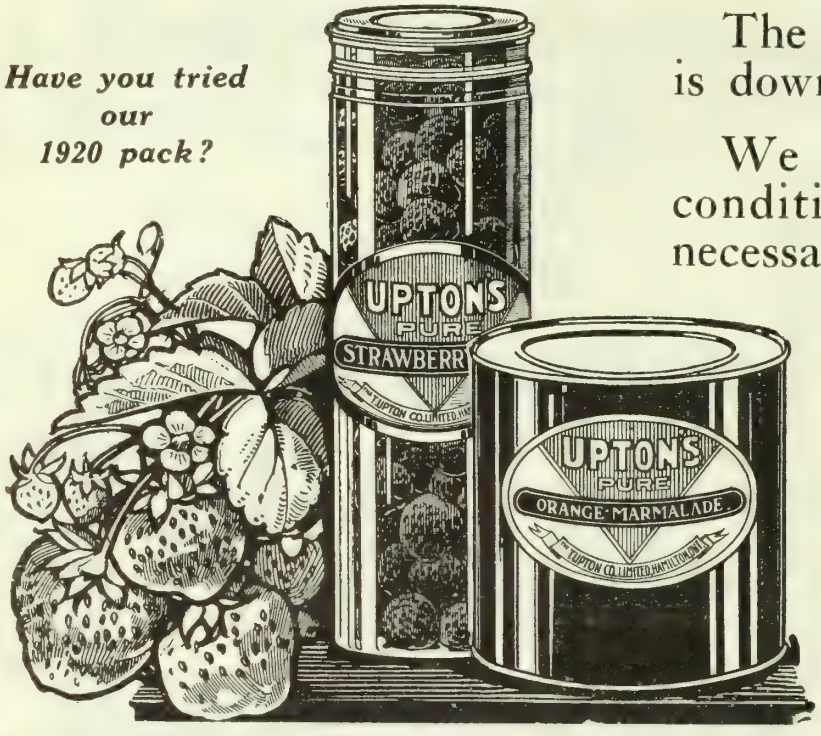
Jonathans McIntosh
Rome Beauties
Delicious Winesaps and Snows

The best of everything in the line.
Place your orders for Xmas with us and ensure satisfaction and early delivery.

WHITE & CO., LTD.
TORONTO
Importers of High Class Fruits

UPTON'S Pure MARMALADES and JAMS

Have you tried our 1920 pack?



The present trend of prices is down.

We are quite aware of this condition and are making necessary price adjustments.

Write for our revised price list.

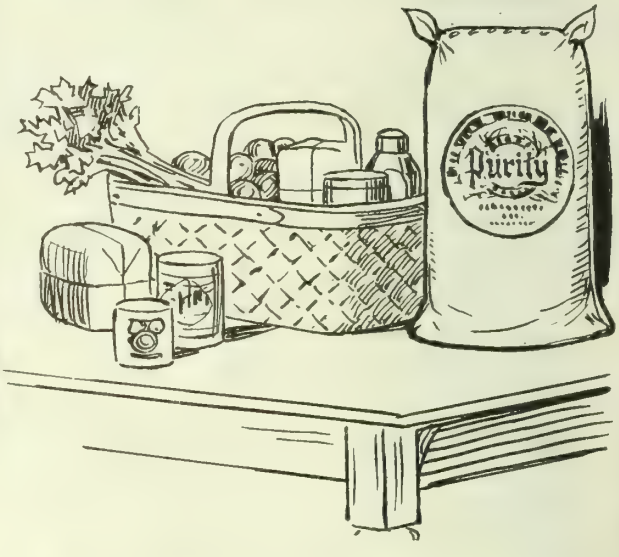
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HAMILTON, CANADA

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Flour Gets the Whole Order for Baking Day

More women would do more home baking if more grocers realized that a satisfactory flour makes more business for them. See all the groceries a woman gets out for baking day—goods you supply. Push the sale of flour.



PURITY FLOUR

once introduced becomes a permanent visitor on Baking Days. Purity Flour will get you a big order of baking day needs every week.

Western Canada Flour Mills Co., Limited

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TRUE VANILLA

Shirriff's Extracts can be obtained in all popular flavors. Try them in your favorite recipes.

Made by the Largest Makers of Extracts in Canada.

Shirriff's do a bigger business in flavoring extracts than any other firm in Canada. Their success has been well earned—the result of superior quality maintained for over forty years.

Shirriff's True Vanilla is not a substitute or "near-vanilla"—but genuine vanilla bean extract. It is fully fifty per cent. higher in flavoring properties than the Government standard calls for.

Your customers deserve the best. When they ask for vanilla see that they get true vanilla—and that means Shirriff's.



Imperial Extract Company - Toronto, Ont.

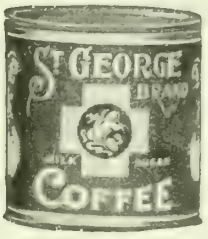
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Three popular brands of ....



Malcolm's Made-in-Canada Milk Products





In spite of keen competition **Malcolm Milk** sales are increasing tremendously each week—a vivid proof that Canadian women are quick to appreciate the superior excellence of these "all-Canadian" Milk Products. Get behind these three big sellers and keep them well displayed. The results will handsomely reward your efforts.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONTARIO



A Good Salesman—Free

Add a supply of Mapleine recipe booklets to your sales force—you will find them good salesmen for

Mapleine

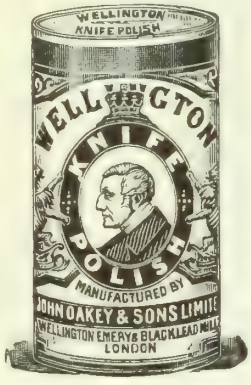
"The Golden Flavor"

The booklet introduces Mapleine to customers in an irresistible way. To glance over the recipes is to want to taste the good things they make. And this moves Mapleine from your shelves.

Your name on the front covers is an ad. for your store. We will print it there.

How many shall we send you?

F. E. Robson & Co., 7 Wellington St. W., Toronto
Mason & Hickey, Box 2949 - Winnipeg



OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

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Wellington Mills, London, S.E.1, Eng.

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Sankey & Mason, 839 Beatty Street Vancouver.

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.

OWEN SOUND - - ONTARIO

We now Book orders for Xmas Clear Toys. Packed in wooden boxes 10 lbs. each.

S. & M.

The Cream of all Chocolates.

Write us for Prices and Discounts.

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Chadwick & Co. Toronto, Ont.

L. Edward Whittaker St. John, N.B.

H. H. Beer Summerside, P.E.I.

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box	0 95
Victory Bars, 24 in box, 60 boxes in case, per box	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes	....
6c pyramid packages, 4 doz. in box	....
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.
The Waxtite Line

Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, Ltd.

14 Bleury St., Montreal.

XXX Self-Rising Flour, 6 lbs. packages, doz.	$6 10
Do., 3 lbs.	3 10
Superb Self-Rising Flour, 6 lbs.	5 90
Do., 3 lbs.	3 00
Crescent Self-Rising Flour, 6 lbs.	6 00
Do., 3 lbs.	3 05
Brodie's Self-Rising Pancake Flour, 1½ lb. pkgs., doz.	1 60

To get business you must go after it. Others do it through this paper —why not YOU?

Canned Fruits

We have a little Special to offer you in Canned Fruits.

They are 1919 pack and at the figures we quote they should appeal to dealers who want something to run out at cut prices.

Joan of Arc Lombard Plums, Light Syrup, 2s	1.75
Joan of Arc Egg Plums, Heavy Syrup, 2s	1.75
Peerless Damson Plums, Heavy Syrup, 2s	1.75
York Strawberries, 2s, Heavy Syrup	2.25
Ben Hur Red Raspberries, 2s, Heavy Syrup	3.65

If you think you can handle any of these lines we shall be glad to hear from you. Of course our offer is subject goods being unsold on receipt of orders.

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO



For Real Satisfaction

A very delicious Sardine from the waters of Norway. Packed in the purest olive oil. Suggest them for Winter socials.

The most popular Sardine on the market.

Order from your wholesaler to-day.

Canadian Agents:

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Hamilton Ontario

SAMUEL DOBREE & SONS

LONDON
ENGLAND

ESTABLISHED 17th CENTURY

GROWERS AND PRODUCERS
OF
SUGAR—MOLASSES
—COCOA

IMPORTERS AND EXPORTERS

BRANCHES IN ALL PARTS
OF THE CIVILIZED WORLD

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UPPER WATER STREET
HALIFAX, N.S.



Vin Tonic

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a genuine Tonic for

Invalids

Known the World over

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Prompt Shipment.

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HAMILTON AND WINNIPEG

Y & S
STICK LICORICE
in 10c Cartons



Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company

MONTREAL

Catalogue and Price List on Application.



Cane's Pencils extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario

SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples, prices and supplies to:—

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313 Carter Cotton Buildings, Vancouver
or
HUGHES & CO.
109 Place d'Youville, Montreal

DOG MEAT FIBRINE CAKES

Spratt's Patent Limited
24-5 Fenchurch Street, London, E. C. 3, England

BAGS

AND COTTON LINERS



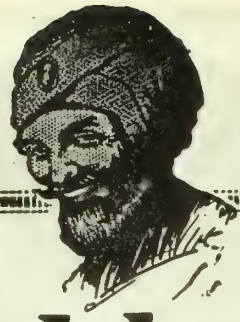
The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners —in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

E·PULLAN

6 Maud Street, Toronto

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Field & Co

(F.M.) LTD.

40-42 KING WILLIAM STREET, LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

There are plenty of fine fish in the sea, but the best of all Sardines are the

OBAYO REAL SARDINES

The Elite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

BIGGER AND BIGGER REDOUBLED AND REDOUBLED SARDINE BUSINESS

When next you order Sardines, ORDER

Obayo Real Sardines

Direct Importers:

FIELD & CO. (F.M.), Ltd.,

40-42 King William St., London, E.C. 4

Canadian Agents:

SAINSBURY BROS., Board of Trade Bldg., TORONTO, ONT.

INDEX TO ADVERTISERS

A
Albion Sewing Cotton Co. ... 10
Arnett, Thos. Lewis ... 13

B
Bain & Co., Donald H. ... 12
Baker Co., Walter ... 64
Belgo-Canadian Trading Co. ... 16
Bickle & Greening, John W. ... 60
Bishop & Co., Chas. ... 63
Borden Co. ... 1
Bowes Co., Ltd. ... 2
Bowser & Co., S. F. ... 52
Brennan, H. C. ... 15
Brodie & Harvie, Ltd. ... 2

C
California Packing Co. (Delmonte) ... 9
Canadian Maple Products ... 17
Canada Produce Co. ... 16
Cane & Sons, Wm. ... 61
Chadwick & Co. ... 15
Channell Chemical Co. ... Inside front cover
Church & Dwight ... 20
Clark Ltd., W. ... 7
Clayoquot Sound Canning Co. ... 11
Climax Baler Co. ... 15
Connecticut Oyster Co. .. Front cover
Connors Bros. ... 49
Crampton & Co., Ltd., John .. 10
Crescent Mfg. Co. (Mapleine) .. 58
Crawford & Co. ... 21
Cressy, John R. ... 63

D
Davies & Co., Wm. ... 47
Dayton Scale ... Back cover
Diamond Dyes ... 53
Dobree & Sons, Samuel ... 60
Dominion Confectionery Co. ... 58
Donaldson-Phillips Agencies ... 11
Duncan & Son, C. ... 12
Dunn, Albert ... 16

E
Eckardt & Co., H. P. ... 59
Edgett Ltd., W. H. ... 11
Escott Co., Ltd., W. H. ... 14
Estabrooks Co., Ltd., T. H. ... 21
Eureka Refrigerator Co., Ltd. ... 10

F
Field & Co., ... 62
Ford Motor Co. of Canada, Ltd. 8
Furnivall-New Ltd. ... 54

G
Gaetz & Co. ... 16
Gibson-Paterson-Brown Ltd. .. 12

H
Hanson & Co., J. H. ... 16
Hargraves Ltd. ... 21
Hay, A. H. M. ... 16
Heinz Co., H. J. ... 50
Henderson Brokerage, B. M. .. 11
Hill, Newton A. ... 15

I
Imperial Extract Co. ... 57
Imperial Grain & Milling Co. ... 10
International Business Machines Outside back cover
International Commercial Agency ... 16

J
Jeffress Ltd., E. W. ... 50
Johnson-Lieber Mercantile Co. . 11

K
Kidd, T. Ashmore ... 15

L
Lambe, W. G. A. ... 15
Lachaine, Geo. D. ... 16
Lemon Bros. ... 58
Leonard Fisheries Ltd. ... 20
Loggie, Sons & Co. ... 15

M
McCormick Mfg. Co., Ltd. ... 4
McLaughlan, J. K. ... 15
McLay Brokerage Co. ... 12
Macdonald Reg., W. C. ... 19
Mackenzie, W. L. ... 12
Maclure & Langley ... 3
Magor, Son & Co., Ltd. ... 22
Malcolm Condensing ... 57
Mann & Co., C. A. ... 63
Maple Crispett Co. ... 18
Marsh Grape Juice Co. ... 51
Mason & Co., Ltd., Geo. ... 51 ("O.K." Sauce.)
Mathieu & Co., J. L. ... 52
Mickle, Geo. T. ... 15
Midland Vinegar Co. ... 50 ("H.P." Sauce.)
Moore & Co., R. M. ... 63
Morris & Co. ... 48
Morrisette, Nap. ... 60
Mowat & McGeachie ... 12
Mueller Co., Ltd., The Chas. ... 63

N
Nagle Mercantile Co. ... 64
National Licorice Co. ... 61
Nicholson-Rankin Ltd. ... 22

O
Oakey & Sons, Ltd., John ... 58
O'Donnell Co., John J. ... 15
Oxo Ltd. ... 9
Olivier, G. F. ... 63

P
Patrick & Co., W. G. ... 15
Pennock & Co., H. P. ... 13
Pritty Ltd., John ... 11
Pure Cane Molasses Co. ... 6
Pullan, E. ... 61

R
Red Rose Tea ... 21
Richardson & Green ... 12
Rock City Tobacco Co. ... 53

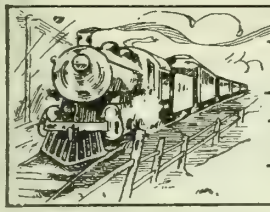
S
Salada Tea Co. of Canada, Ltd. 55
Sarnia Paper Box Co. ... 63
Scott-Bathgate Co., Ltd. ... 14
Scott & Thomas ... 15
Sebringville Cheese Factory ... 63
Shepherd-Mott Co. ... 16
Smith, K. ... 16
Smith & Proctor ... 50
Smith Brokerage Co., The ... 16
Snider & Sons, J. M. ... 51
So-Clean, Ltd. ... 63
Spratt's Patent, Ltd. ... 61
Stroyan-Dunwoody Co. ... 12
St. Arnaud Fils Cie ... 16

T
Thompson & Co., A. E. ... 14
Toronto Pottery Co., Ltd. ... 63
Toronto Salt Works ... 63
Trent Mfg. Co. ... 63

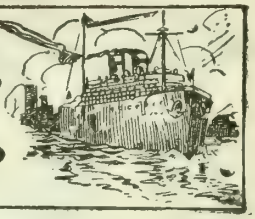
U
Upton Co., Ltd., T. ... 56

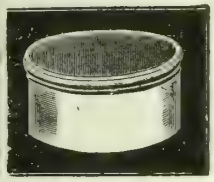
V
Vincentelli & Co. ... 63

W
Wagstaffe Ltd. ... 5
Walker & Son, Hugh ... 55
Wallace Fisheries, Ltd. ... 11
Watson & Truesdale ... 13
Western Transfer & Storage Ltd. ... 11
Western Canada Flour Mills ... 56
White & Co. ... 55
White Cottell's ... 63
Wiley, Frank H. ... 12
Whissell, H. ... 16
Williams Storage Co. ... 13
Woods & Co., Walter ... 60



BUYERS' MARKET GUIDE
Latest Editorial Market News





STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.
"SOCLEAN"
the dustless sweeping compound.
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

Olivier's Cream Toffee
5 cent bars
O. K.—Almond—Cocoanut
The finest made

Brokers
Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)
MEDICINE HAT

A. F. VINCENTELLI & CO.
ANTWERP (BELGIUM)
The oldest Corsican Candied Peel and Fruit Manufacturers
CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

SHELLED WALNUTS IN FIRM MARKET

Spot stocks of shelled walnuts are being offered at low figures. This is being done to clear up old stocks pending the arrival of new crop goods. The primary market, however, has shown a firmer tone with quotations advanced five cents per pound.

Shelled almonds have an easier undertone with quotations for January delivery ten cents per pound under present prices on spot stocks.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

Information
We can keep you posted with all daily news and business Tips.
Canadian Press Clipping Service
143-153 University Avenue, Toronto

GROCERS-This Interests You

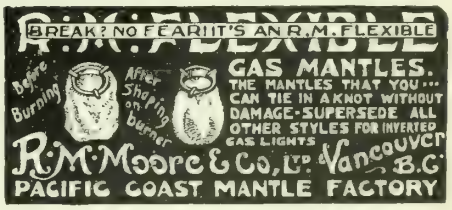
These Lines Show Big Profits

PEAS, Large White Marrowfat Boiling Peas, per lb. ....6½c lb.
Large English Blue Marrowfat Peas, per lb. 10½c
BEANS, White Choice, per bus. $4.25
POP CORN, Globe Brand, per pound 7c
MIXED BIRD SEED, in bulk, per lb. 10c

Samples on Application.

CHARLES E. BISHOP & SON
SEEDSMEN
BELLEVILLE, ONT.

GROCERS
Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from
C. A. MANN & CO.
LONDON, ONT.
Phone 1577



The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk pickles, Mincemeat, etc.



CRESSY'S
CONCENTRATED FOOD FLAVORING EXTRACTS
Made from the purest ingredients. Many times stronger than Government standard. — Specify Cressy's when ordering Extracts.
John R. Cressy Co., 523 King St. W., TORONTO

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—ONE OF THE BEST RETAIL grocery businesses in the best city of Western Canada, turnover $80,000, showing good profit; reason for selling, leaving country. Price, approximately $30,000, includes buildings, fixtures, stock and delivery equipment. Apply Owner, Box 398, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—ONE 120-ACCOUNT McCASKEY Register, complete, $35; one Empire Typewriter, $35; both in A1 condition. Frank Mossop, 602 Thirteenth Ave. E., Calgary, Alta.

FOR SALE—A QUANTITY OF BUTTER, EGGS, and poultry each week, good grade. Apply Box 201, Uxbridge, Ont.

FOR SALE—GENERAL STORE STOCK. EIGHT thousand. Will rent or sell property. Good farming country. Clay industry. First-class location for future business builder. Write owner. Box 1, Willows, Sask.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

POSITIONS WANTED

POSITION WANTED BY MAN OF 28, WITH eight years' experience in retail groceries. Capable of management, good references. Box 396, Canadian Grocer, Toronto.

REAL LIVE MAN WITH LIFELONG EXPERIence in grocery and produce trades is open for better proposition as partner, manager, accountant, etc. It is not always easy to get in touch with right party of experience. Investigate. May be mutual opportunity. Box 290, Canadian Grocer, 153 University Ave., Toronto, Ont.

SITUATION WANTED—AS CLERK OR SALESman, in the Province of Ontario, by smart young man having eight years' experience in general store business. Can give best of references. Full information at Box 402, Canadian Grocer, 153 University Ave., Toronto, Ont.

SITUATIONS VACANT

EXPERIENCED GROCERY SALESMAN DEsires position traveling out of Winnipeg, calling on wholesale or retail trade. Nine years' experience. Age 26. Will furnish references on application. Box 298, Canadian Grocer, 153 University Ave., Toronto, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

BAKER'S COCOA *and* CHOCOLATE



Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

Opportunities are offered every week on this page.

Are you making use of them?

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

"Just how does this Bacon Sell other lines?"

The Dealer was Asked

HIS answer, as reported in Nov. 5th issue of Canadian Grocer (page 136) reads in part as follows:

> When a Grocer pleases his trade with a certain line of goods it provides a good selling argument for other articles.
>
> "It is essential to dealer's success to create confidence between his clientele and himself. I carry one particular line of bacon, because I believe it is a top-quality line—I think it is the best that can be bought. It is in keeping with my endeavor to handle only high-grade goods. My trade is well pleased with it. In short, I stock and push certain articles for which I myself will vouch as to quality and genuine satisfaction."

This Dealer has proved that handling a high class line of smoked meats increases general sales. The bacon he sells is

Swift's Premium

"Experiences teaches!" Why not profit by this merchant's experience? Order:

Swift's Premium Hams and Bacon



Through our Salesman, or direct

Swift Canadian Co.
Limited



Accuracy Pays Dividends-

Prevents Errors and Pleases Customers

YOUR employees get a practical demonstration in accuracy, when you install a Dayton Computing Scale—in fact, they're actually prevented from making mistakes, which cost you money. Your customers are assured of fair treatment and up-to-date service. It pleases both—and profits you. Write for catalog of models, and prices.

International Dayton Scales

MADE IN CANADA

International Business Machines Co. Limited

F. E. MUTTON, Vice-President and General Manager

Head Office and Factory : 300-350 Campbell Avenue, Toronto

HALIFAX
[illegible]

OTTAWA
[illegible]

VALLEYFIELD
[illegible]

CALGARY
127 6th Ave. W.

ST. JOHN
18 Germain St.

TORONTO
[illegible] Yonge St

LONDON
189 Richmond St

WINNIPEG
[illegible] McDermott Ave

QUEBEC
506 Merger Bldg

HAMILTON
228 King St. E

VANCOUVER
110 Water St.

SASKATOON
[illegible] 3rd Ave S

EDMONTON
10118 102nd Ave

MONTREAL
[illegible] and 5 Notre Dame St W

Also Manufacturers of International Time Recorders and International Electric Tabulators

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, NOVEMBER 26, 1920 No. 48



A distinctive blend of sweet, mellow, Old Kentucky Tobacco—and a wonderful success wherever introduced.

Old Kentucky

CIGARETTES

To retail

20 *for* 30c.

Your wholesaler sells them



Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested



Turning 15c Into ONE DOLLAR



Here is a money-making idea; and the beauty of it is—there is no extra work in it for you.

Aladdin Dye Soap—the wonderful color maker—with its companion, a handsome revolving display stand, will do it all.

With an order of one gross of Aladdin Dye Soap, you get the Display Stand free. Put it on your counter and watch what happens.

Aladdin Dye Soap is half-sold to the customer before she comes into your store, by advertisements appearing in the leading publications. She sees this handsome Display Stand (filled with an assortment of Aladdin's eighteen beautiful colors) she makes her selection, and the sale is completed.

Now here is where **you** come in.

Merely suggest to a customer the advisability of keeping a **selection** of Aladdin colors on hand; to save a journey back to the store every time a garment needs a color change. It works! She will take as many as half a dozen instead of the **one** she intended to buy.

A merchant can often turn a 15c sale into a dollar sale by this simple suggestion.



Channell Chemical Co., Limited

Distributors **Toronto**

CANADIAN GROCER, published every Friday. Yearly subscription price, $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.



"Convenient" **"Economical"**

Borden's Reindeer Coffee
—a popular Fall and Winter seller—

The *convenience, economy* and *deliciousness* of this splendid *Borden* product has won great favor with housewives everywhere.

A cupful of boiling water, a teaspoonful of *Borden's Reindeer Coffee* assures a wholesome, delightfully flavored cup of coffee instantly made — no sugar or milk needed—they're both in it.

Grocers have found it a remarkably popular seller, especially during fall and winter.

Keep several tins on your counter and write us for special Reindeer Coffee recipe folders to put alongside them. You're sure to give satisfaction and pleasure with every sale. Your jobber sells it—a profitable line for you to sell, too.

The Borden Co., Limited
Montreal

Borden's Products—
Eagle Brand Milk
St. Charles Milk



Borden's
ST. CHARLES
Brand Milk
"With the Cream Left in"

Reindeer Coffee
Reindeer Cocoa
Malted Milk

MACDONALD'S



More Tobacco for the Money

Despite the fact that the demand for "Macdonald's" is enormous and the tobacco sells itself--Macdonalds share generously with the retailer.

On each 10lb. caddy there is an extra profit of from 60 to 80c., due to the overrun of from 4 to 6 plugs.

The regular margin of profit is large.

Turn-overs are rapid and you never have any dead stock.

Substantial profits can be made from selling Macdonalds. Push it—it pays.

W. C. MACDONALD REGD'.
Incorporated
MONTREAL

Selling Agents

London—D. C. Hannah

Manitoba, Saskatchewan, Alberta and British Columbia — W. L. Mackenzie & Co., Limited, Winnipeg; 1314 Standard Bank Bldg., Vancouver

Hamilton—Alfred Powis & Son

Kingston and Toronto — D. Stewart Robertson & Sons

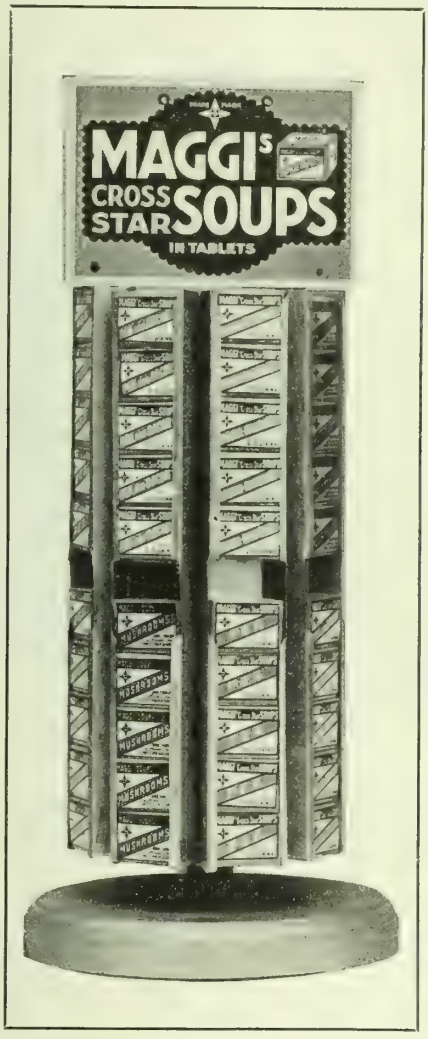
Quebec—H. C. Fortier

Nova Scotia and New Brunswick —Pyke Bros., Halifax and St. John

The Tobacco with a heart



Maggi's Swiss Soup



Mr. Retailer Get this handsome display stand FREE

These popular, profitable soups come in tablet form, in dozen strings at $3.60 per dozen.

With every order of *6 dozen* we will give one of these attractive *Maggi display stands, absolutely free.*

Maggi's Swiss Soups are strictly high grade and their delicious flavor, economy and convenience will appeal to your customers in a way that will turn every first order into a steady repeater.

We have on hand at the present time the following kinds of *Maggi Soups*:

PEAS	LENTILS
PEAS AND BACON	PEAS AND SAGO
MUSHROOM	PEAS AND HARICOT
SPRING VEGETABLES	TAPIOCA AND CARROTS
	TAPIOCA AND JULIEN

If you cannot procure these lines from your wholesaler send us your order direct.

Langley, Harris and Company
LIMITED

Successors to

Maclure and Langley, Limited

WINNIPEG TORONTO MONTREAL



Clark's Spaghetti

With Tomato Sauce and Cheese

Delicious eating. Reasonable in cost.
Display it. It sells itself.

Clark's Corned Beef

The Favourite for Cold Lunch

Let your customers know you have it.
They want it in the pantry.





Clark's Pork & Beans

With Tomato, Chili or Plain Sauce

Just as good as ever.
Just as popular, and
Just your best seller

Made in Canada - - By Canadians

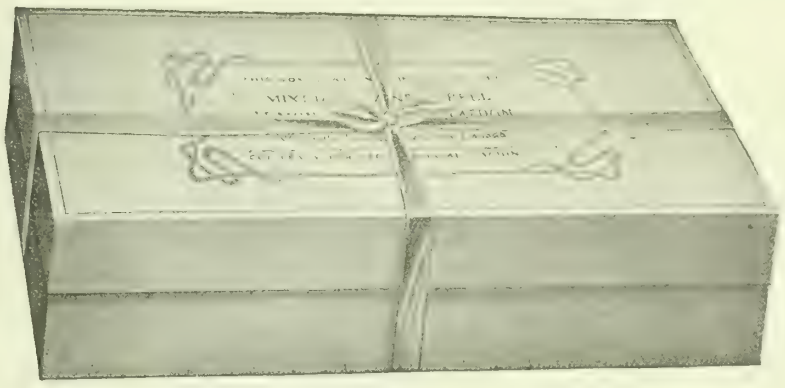
W. Clark, Limited - Montreal

WAGSTAFFE'S

Candied Peels

(Lemon, Orange, and Citron)

Now Ready for Delivery



They are equal to the best British make, are far superior in flavor and color to Imported American Peels. Mr. Retailer, insist on getting WAGSTAFFE'S PEELS, they are CANADIAN—no better made.

Order From Your Wholesale Grocer

WAGSTAFFE, LIMITED

PURE FOOD PRESERVERS

HAMILTON - CANADA

CHARMS

The Original Fruit Tablet in Package Form

LIME
LEMON
ORANGE
GRAPE
PEACH
BUTTER
CLOVE
ASSORTED
HOREHOUND
RASPBERRY
WILD CHERRY
PINEAPPLE
PEPPERMINT
LICORICE
MENTHOL

Charms continue to surpass all past performances.

Everywhere they are the Biggest Selling 5c Specialty.

Special attention is called to the Menthol and Licorice flavors which are particularly saleable in the cooler weather. No Drug Tax is required on them, since no claim is made on the package as to its being a remedy for coughs and colds.

If you are one of the remaining few who do not handle Charms—write to-day for prices and full details.

CHARMS at 5c per Package afford a splendid margin of profit for the jobber and retailer



Made by

CHARMS COMPANY, LTD.

36 St. Paul St. East
MONTREAL CANADA

BULK TEAS

We are quoting very attractive prices on

HIGH GRADE JAPANS, Nett 80 lbs.
"Earl of Minto No. 1" and "Carnival"

CEYLON GREENS
"Hindol" Young Hyson, 60 lbs. nett.
"Syleen" Gun Powder, 50 lbs. nett.

Get Our Prices Before Buying



MINTO BROS.
Tea Importers
284 Church St., Toronto, Ont.

"As Smooth as a Kitten's Wrist"

WHITE SWAN Peanut Butter

"As Smooth as a Kitten's Wrist"

Try a sample order of this wholesome, delicious Peanut Butter. It's made in the matchless **White Swan** way from perfectly roasted, large, meaty peanuts.

Its rich flavor and even texture, and above all its velvety smoothness, will appeal to your customers in a big way. You'll find it an excellent seller—just as big a favorite as the other popular members of the **White Swan Family** of Food products.

Ask the **White Swan Salesman** for quotations on the Peanut Butter, that's "as smooth as a kitten's wrist."

White Swan Spices and Cereals, Limited
TORONTO, CANADA

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST. : : : : MONTREAL, P.Q.

EDDY

ESTABLISHED A.D. 1851.

Every Housewife Knows the Name

Every housewife accepts the name as a value guarantee in Matches and Indurated Fibreware.

EDDY'S MATCHES have been before the Canadian public since 1851 and the passing years serve but to emphasize their great popularity with the Canadian consumer.

EDDY'S INDURATED FIBREWARE is another well-liked Eddy line. Clean, light and durable utensils, immeasurably superior to the old-fashioned articles of wood or metal. Utensils that never bulge or leak.

See how easily you can sell these Eddy products. A trial display will convince you.



The E. B. Eddy Co., Limited

HULL, CANADA



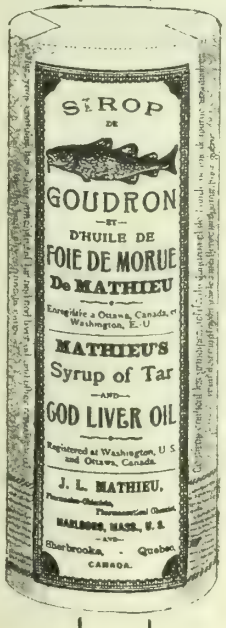
Put Gold Dust packages where your customers can see them.

Sold!
A quick way of cashing in

You don't have to *sell* Gold Dust. Our advertising takes care of that. Just *display* it on your front shelves and watch the sales pour in.

Don't forget that Gold Dust is "Made in Canada," and that the margin of profit is right.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL



You'll win appreciation as well as excellent profits if you recommend

MATHIEU'S SYRUP of TAR and COD LIVER OIL

Here is a mighty profitable side-line that you'll find an excellent seller during the Fall and Winter months. **Mathieu's Syrup of Tar and Cod Liver Oil** is not only a highly efficient cough cure but it also possesses tonic properties that will build up the system at the same time it cures the cold. Mathieu's Cough Remedy contains no injurious or habit-forming drugs and its reputation is nationally established. It pays to feature this side-line.

J. L. MATHIEU CO.

Proprietors

SHERBROOKE, QUEBEC

Eureka Refrigeration Equipment

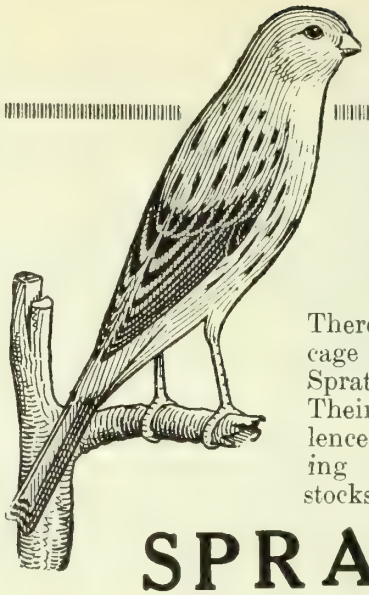


This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful info r m a tion. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.
Head Office and Factories:
OWEN SOUND, ONTARIO



Quality Seeds Perfectly Blended

There's health and song for the cage bird in every packet of Spratt's Mixed Bird Seeds. Their many points of excellence mean a steadily increasing trade for the store that stocks them.

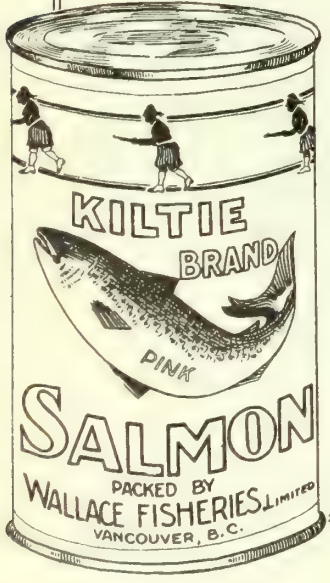
SPRATT'S MIXED BIRD SEEDS

Sold only in 17-oz. Packets

Supplies may be obtained promptly from
F. W. KENDRICK & CO. 31 Carter Cotton Buildings, Vancouver
and
HUGHES & CO., 109 Place d'Youville, Montreal

Spratt's Patent Limited, 24-5 Fenchurch St.
LONDON, E.C. 3, ENGLAND

The Most Important Point About Any Canned Food IS WHO PACKED IT

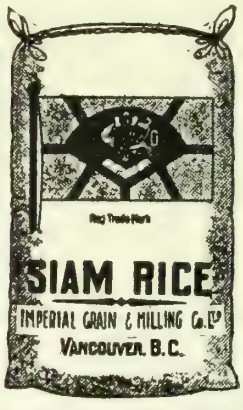


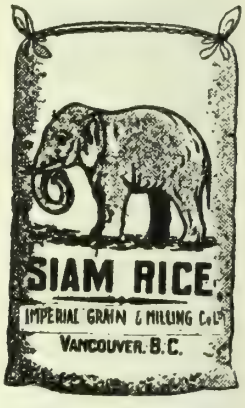
Kiltie Brand Pinks are vouched for by

WALLACE FISHERIES LIMITED

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Donaldson Phillips Agencies
Limited
Grocery and Produce Brokers
CANNED SALMON
124 Pacific Bldg. - Vancouver, B. C.

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

JOHNSON LIEBER MERCANTILE COMPANY
of Canada, Ltd.
Brokers and Manufacturers' Agents
Established thirty years. Our organization offers manufacturers every facility necessary to successful marketing of their product. Calling upon Grocers, Confectioners, Hardware, Stationers and Ship Chandlery.
850 Hastings St West VANCOUVER, B.C.

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

JOHN PRITTY, LIMITED
Merchandise Broker and Manfrs.' Agent
HEAD OFFICE: REGINA, SASK.
Let Pritty place your brand on the market. He knows how. A live, energetic organization purely Western.
Track warehouse—Toronto and Dewdney. Sales connections all over.

Vancouver Office of
Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER



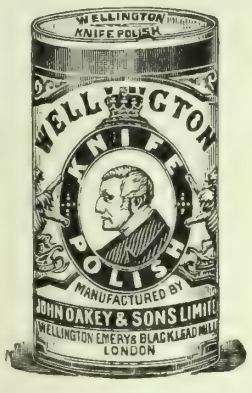
EVERY MORSEL EDIBLE AND DELICIOUS

A Prairie Buyer said he thought he had bought Albatross Pilchards. Beware of loose statements. Albatross Pilchards are always packed under Albatross Brand.

ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec :—Alfred Powis & Son, Hamilton, Ontario
Manitoba and Saskatchewan:—H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia :—Mason & Hickey
J. L. Beckwith, Victoria, B. C.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1 Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey & Mason, 839 Beatty Street Vancouver.



The
CROWN
Trade-Mark

on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
Groceries and Chemicals
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
Regina, Saskatoon, Calgary, Edmonton

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your service every moment of the day when you enlist our services.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

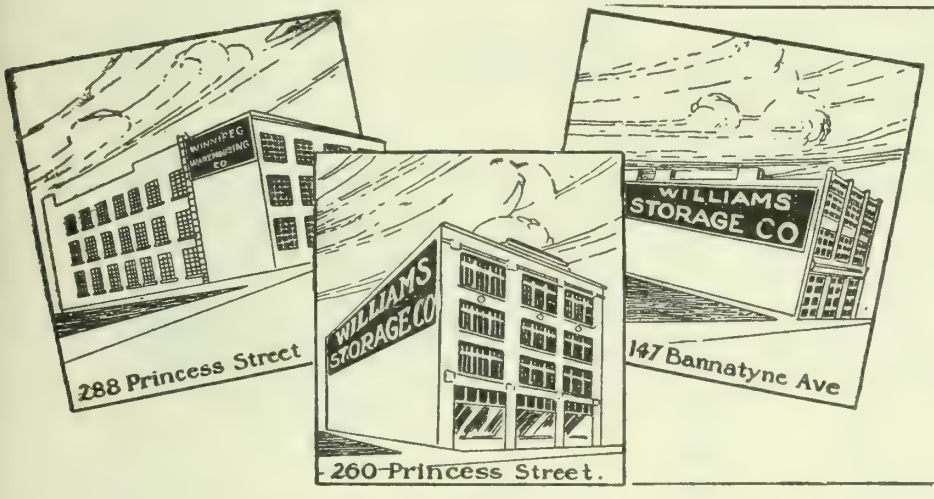
WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED



The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

When Answering Advertisements Kindly Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

DETAIL WORK

To the manufacturer who is looking for an efficient Western House to represent him, this Company cannot be excelled in efficiency, reliability and result-getting.

Fourteen Salesmen

Ten of our salesmen do retail selling exclusively, and four others work among the wholesale trade.

We can put your line on the market.

Scott-Bathgate Co., Ltd.
149 Notre Dame Ave. E.
Winnipeg



The Home of the Scott-Bathgate Co., Ltd.

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchant

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

ARNETTIZE YOUR STORE

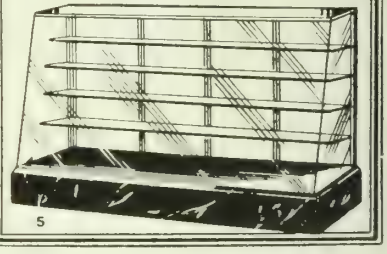
It Is a Fact

that stores we have Arnettized are showing greatly increased sales and growing popularity.

Arnett Service arranges your store to make the most sales with the least trouble. The Silent Salesman has time for all your customers.

Write for illustrated catalog and details of Arnett Expert Service.

Thomas Lewis Arnett
Souris, Man.



5

YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

J. K. McLAUCHLAN
Manufacturers' Agent and Grocery Broker
(Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO

Langley, Harris & Co., Ltp.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
"We cover Ontario with Grocers' Specialties and Confections."

NEWTON A. HILL
Grocery Broker and Manufacturers' Agent
56 Front St. E. Toronto

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

John J. O'Donnell Co.
Commission Brokers
Manufacturers' Agents
Representing J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited., Vancouver; Harry Hall & Co., Vancouver, and others. Correspondence solicited.
Heintzman Bldg., Windsor, Ont.

For the distribution of your products in Kingston and district, correspond with
T. ASHMORE KIDD
Broker and Distributor
KINGSTON - ONTARIO

H. C. BRENNAN
Manufacturers' Agent and Grocery Broker.
Representing J. H. Wethey Ltd.
S. F. Lawrason & Co., "Snowflake" Brand Goods.
Galanopoulos & Macris, Patras. Greece.
Kearney Bros., Ltd.
Open to represent other Manufacturers of high class lines.
Booth Bldg. Ottawa, Canada.

OCEAN BLUE

In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from Your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

Belgo-Canadian Trading Co. Regd.
Import and Export
General Distributors
Importers of BELL RICE, Dutch Cocoa and West Indian Products
103 St. Francois Xavier St. MONTREAL

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

SHEPHERD-MOTT COMPANY
Manufacturers' Agents
Grocers' and Confectioners' Specialties
Genuine Turkish Delight
Write for Samples and Prices.
73 OTTAWA STREET, MONTREAL

PEAS WANTED
Good boiling peas, either carloads or less. Send samples advising quantity you have and price wanted.
Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing :
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

International Commercial Agency
desire to represent exporters of food products in British Guiana. Take advantage of this service.
C. E. GABRIEL,
New Amsterdam, Berbice,
British Guiana, S.A.

K. Smith
Broker and Commission Merchant
1696A Hutchison St.
MONTREAL

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311
Residence 6383
80 ST. PETER ST.
QUEBEC

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

CLIMAX PAPER BALER



earns money for you every day—Turns waste into profit. 12 sizes.

Send for Catalog

Climax Baler Co.
Hamilton, Ont.

When Writing to Advertisers Kindly Mention this Paper



Pure Maple Syrup

will be in great demand from now on.

SELL YOUR CUSTOMERS THE BEST.

Pride of Canada

is guaranteed absolutely pure. *Order to-day.*

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

OFFICES: 58 WELLINGTON ST. W., MONTREAL, CANADA



UNITED SARDINE FACTORIES

BERGEN, NORWAY

Norway's largest and most modern canning factory. Packers of smoked and unsmoked Sardines and other canned fish products.

The greatest care is taken in the selection of the raw materials and process of manufacturing and the strictest cleanliness is maintained among the workers to insure sanitary conditions.

"QUEEN MAUD" and "KING HAAKON" BRAND

Smoked Brisling-sardines, highest grade, summer pack in finest Olive Oil. Packed in ¼ Dingley tins with key.

"FJORD QUEEN" and "SHIP" BRAND

Smoked Brisling or sild-sardines, winter pack in Olive Oil. Packed in ¼ Dingley tins with key.

"GYDA" and "TENNIS CLUB"

Unsmoked sardines cooked in Olive Oil before packing. Put up in decorated Club tins with key.

Attractive labels. Quality that satisfied your customers. Flavor that appeals.

U. S. F. goods are popular the World over. Samples and prices gladly sent on request to nearest agent.

CANADIAN AGENTS:

Ontario and East:	*Middle West:*	*West:*
J. W. WINDSOR LTD.	TOMLINSON & SON	M. DESBRISAY & CO.
Montreal	Winnipeg	Vancouver

Business Data

Would it interest you to get all information published from time to time on industrial conditions in certain districts?
Do you ever wish to refer to the advertising of a competitor, the past quotations of certain stocks, the expansion of factories, the fire losses or any data that may assist you in managing your business?
Our service is a decided success in this field and three months' trial will prove to you that having this valuable data at your finger ends is assuredly worth while.
We will be glad to give you rates and suggest a service that you will use daily.

Canadian Press Clipping Service

143-153 University Avenue, Toronto

"We Are Fishing for Your Business"

The Very Best of Good Fish

LEONARD BRAND

This is the season when every grocer can carry a supply of fish profitably.

FISH—Fresh, Frozen, Smoked, Dried and Pickled, Haddies, Fillets, Kippers and Bloaters.

OYSTERS—In Bulk, Shell and Bottled.

Order from Your Dealer or Direct from

Branches:
Canso, N.S.
St. John, N.B.
Halifax, N.S.
Ingonish, N.S.
Grand River, P.Q.
Port Hawkesbury, N.S

LEONARD FISHERIES, LIMITED

PRODUCERS, PACKERS, CURERS AND DISTRIBUTORS

MONTREAL

Head Office: MONTREAL

ROYAL ACADIA SUGAR

In 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half-barrels and barrels.

"It Pays To Sell The Best"

Royal Acadia Sugar, through rigid adherence to the highest standards of purity and quality has held the lead as Canada's best sweetener.

'Every grain pure cane'

tells the story of Royal Acadia's popularity. For every sweetening purpose your customers will find it unequalled. Stock up now with Royal Acadia. It pays to sell the best.

ACADIA SUGAR REFINERY

Montreal **Halifax**

Saves Time and Trouble

When customers want Red Rose Tea, it will please them if you can invariably supply the quality desired. Don't let your stock of Red Rose Tea run down.



T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton

MASTER MASON



Order from your Wholesaler

Canada's Joy Smoke

For a real good smoke recommend to your customers Master Mason.

Made from the finest leaf, fully matured, perfectly aged tobacco.

You can build up a good tobacco trade by selling Master Mason.

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG



Make Your Selling Efforts Count

When You Sell

COLMAN'S MUSTARD

and

KEEN'S MUSTARD

your efforts will have counted for something—because you have satisfied your customer and she wants the best.

These Mustards Are Absolutely Pure



Canadian Agents: Magor, Son & Co., Limited, Montreal and Toronto

For light, wholesome Pancakes recommend

BRODIE'S XXX

Self-Raising Flour



Pancake time is in full swing—everybody likes them from the kiddies to the old folks. Cash in on this seasonable demand by displaying this incomparable, self-raising flour and suggesting its efficiency in making delicious, light pancakes, muffins, biscuits, etc. The results it produces in all cooking operations will invariably win praise and repeat orders from your customers.

Order from your wholesaler.

Brodie & Harvie, Limited

Bleury Street, Montreal

***Ontario Representatives*—**

Chadwick & Co., 34 Duke Street, Toronto

***Quebec Representatives*—**

Renaud & Cie, Incorporated, Quebec

CANADIAN GROCER

VOL. XXXIV TORONTO, NOVEMBER 26, 1920 No. 48

Border Grocers Attract Americans

Grocers in Niagara Falls, Ont., Do Not Fear American Competition Because of Proximity to Larger American Centres—Canadian Grocers on the Other Hand Have Built Up Trade With American Residents

DISCUSSING the question that naturally arises, when one considers the geographical position of Niagara Falls, Ont., namely, are the grocers there affected by people going to the American side for foodstuffs, as are the merchants in other lines. Canadian Grocer learned recently that the tendency to smuggle groceries was not so prevalent among the Canadian people. Rather, on the other hand, a great many merchants reported large sales with the American public of Niagara Falls, N.Y. In most border towns, it is a well known fact that there is a certain amount of buying, both by Americans on the Canadian side, and by Canadians in the United States. Many of the merchants in Niagara Falls, carrying other lines than groceries, complain bitterly of this tendency, and lose a good deal of business because of their proximity to such larger centres as Niagara Falls and Buffalo.

Do Not Fear American Competition

"Grocers on this side do not fear American competition," remarked Frank Taylor, grocer in Niagara Falls, Ont., when a representative of Canadian Grocer brought up the subject recently. "I don't think there are many Canadians who are going over to Niagara Falls, N.Y., for their groceries. But as a matter of fact, we have a good many American people, residents of both Niagara Falls, N. Y., and Buffalo, come over here to buy grocery lines."

"Do they actually come from as far as Buffalo?" the Grocer representative asked.

"Yes, we have people from that city who come here for certain lines regularly," Mr. Taylor replied. "Of course, the bulk of our American trade is from Niagara Falls, but a great many people come from Buffalo in their motors and buy on this side. For a long time previous to the break in the sugar market in the United States, sugar was ruling at higher figures in the States than here in Canada. This fact brought a great many people over here to buy. During that period my business with residents from across the line averaged from one hundred to one hundred and fifty dollars daily. While sugar is now no longer an attraction, we do a regular, steady trade with American customers. Many people who came ostensibly to bug sugar, declared that Canadian refined sugar is superior to that refined in their own country. My 'Yankee' customers constitute a splendid source of revenue in my business, and our situation so close to the United States, I do not think is a detriment to the grocery trade."

Good Coffee Attracts Them

John Muir, an old established grocer at the Canadian Falls, is not complaining of American competition in groceries. He numbers a good many Americans among his regular customers, and during his twenty-three years in business at the Falls has always held a fair number of customers on the United States side. Selling coffee is a feature of Mr. Muir's business. His sales of coffee run up into the thousands of pounds annually. He has made a specialty of selling his own blend, and pays particular attention to the grinding of the same, assuring his clientele a satisfying blend all the time. Like some other grocers in other towns, who have been referred to in Canadian Grocer recently, Mr. Muir has built up a reputation for good coffee that has meant much to his business. "American citizens are great drinkers of coffee," Mr. Muir remarked, "and I have a good many people who come over here from Buffalo and Niagara Falls for their supply. In selling them coffee there is a good opportunity to sell them other lines."

Value of Display Counts

In a store where the value of display is not lost sight of, sales with people who just come in for a certain article are very often made. Mr. Muir's store for convenient arrangement and splendid displays is hard to surpass. This fact plays an important part in stimulating trade, and goods are so attractively shown that sales are bound to result. As referred to in a previous issue, Mr. Muir sells only one brand of bacon. He has built up a reputation for a certain line, and this, too, he declares has been a fine advertisement with American people. There are some who are attracted by the bacon he carries, and it is in this way, of specializing in certain articles, that a grocer can do much to attract business. It gets the American people coming to his store, according to Mr. Muir, and they won't have bacon or coffee, or what every particular article it is that they fancy, from any other place.

Other grocers too share the same experience as Mr. Taylor and Mr. Muir in regard to American trade. All are getting, it would appear, a certain share of it, and particularly are those stores that are specializing in certain branded lines, attracting customers from the United States side.

It Is Jams In This Case

"There are a great many motoring parties to the Canadian side, all the time, from Niagara Falls, N. Y., and Buffalo," remarked Wm. Marshall, Niagara Falls, Ont., when the Grocer representative discussed the question with him. Pointing to a certain kind of jam, Mr. Marshall stated that he had a number of American customers who would not have any other. "They want this particular Canadian jam and since it possesses certain attractive features with this class of trade, I have not tried to sell them any other. It is a drawing card for some of my American trade."

Mr. Marshall mentioned another instance where a Canadian-made biscuit.

recommended to people from across the line, had proved a big sale, resulting in many always asking for them." I have a certain English biscuit here that is a particularly fine line, but I have sold this Canadian biscuit ahead of it, and with my American customers the latter is now a steady seller."

It is evident from the experience of these grocers in Niagara Falls, Ont., that American competition is not to be feared, and buying on the Canadian side on the part of Americans is on as large a scale as Canadian buying on the American side. That is, of course, in the matter of groceries only.

Food Building Advances Another Stage

Toronto City Council Decides to Issue 20-Year Debentures to Cover Cost—Estimated Cost Is $150,000

TORONTO, Nov. 24.—The local city council have now approved of the proposition to erect a new Pure Food building on the Canadian National Exhibition grounds. It is not necessary to have a vote of the ratepayers taken.

The matter was passed along by the Board of Control, as mentioned in last week's issue, for the consideration of the entire council. It came up yesterday. There was some discussion as to how the building would be financed and some of the aldermen asked a number of questions regarding this. One, for instance, wanted to know what was intended by the recommendation of the board. Was it that the building would be paid for by the exhibitors in ten years, or that only the proportion of the carrying charges for ten years in proportion to the term of the debentures would be paid by the Food Products Association? The meaning of this arrangement was not clear. He was in favor of the building being erected, but thought Council should know just what was intended.

It was finally agreed that the city should issue twenty-year debentures to defray the cost of the building, and that the agreement between the city, Exhibition Association and Food Products Association should be drafted to make it clear that the revenue for ten years would return half the cost, and an adjustment would be made of rentals for the balance of the period.

The C. N. E. was interviewed by Canadian Grocer afterwards to find out if City Finance Commissioner Ross had made his report on the estimated maximum cost per square foot. The answer was that this report had come in and that the directors would discuss the matter at once and advise the Food Products Association in a day or so.

"It looks as if the rental charge will be somewhere between 50 and 60 cents per square foot," stated an official.

Flour Prices Down 40 Cents Per Barrel

Flour Market is Irregular—Wheat Prices Continue to Dip Downward—Millers Buying Light Until Market Becomes Stabilized—Other Grains Also Lower.

MILLERS announce a decline of 40 cents per barrel on flour. This reduction brings the price of first patents down to $11.80 per barrel of two 98-pound jute bags. The flour market is in an irregular condition at the moment and quotations are more or less nominal. Some millers state that sales are being made at a less price in view of the rapid changes in the price of wheat.

Prices of all grains have shown considerable recessions during the past week but millers show no disposition to buy in large quantities until the market conditions become more stable. Number one northern cash wheat is quoted around $1.70 per bushel, which is about 30 cents per bushel lower than two weeks ago.

Manitoba oats are quoted at around 53 cents per bushel and some are of the opinion that oats will be even lower. Barley is quoted at 83 cents per bushel.

Ontario white oats are around 45 cents per bushel, barley 80 to 85 cents, buckwheat at 95 cents and rye at $1.50. Farmers in Ontario as well as in the West continue to hold back their crop, and many buyers are of the opinion that the wisdom of their action in this regard is questionable.

CRANBERRY CROP FALLING OFF

There is a falling off in the cranberry crop compared with last year, but the total crop forecast of the Bureau of Crop Estimates of 1,449,000 barrels compares well with 350,000 in 1918 and 1,230,000 barrels in 1917.

PECAN CROP IS SAID TO BE THE SHORTEST IN TWENTY YEARS

The Alex Woldert Company, of Tyler, Texas, one of the largest pecan operators in the Lone Star State, states:

"After a thorough investigation throughout all pecan growing States we have come to the conclusion that the 1920 pecan crop is the shortest we have had in the past twenty years.

"A short crop was anticipated this year on account of the bumper yield of last season, as it has never been known for two large crops to follow consecutively, but no one expected almost a total failure. This shortage was not altogether due to the Easter freeze, as a great many trees were heavily loaded with young pecans long after the freeze occurred. Case bearers punctured most of the young nuts, causing them to drop off, and after the case bearers came the shuck worm, practically completing the destruction of the crop.

"Our estimate for this season's shipments will not exceed 15 or 20 carloads, against 800 last year. It will, therefore, become necessary for the Southern trade to draw supplies until next November from their Northern friends who carried stocks over in cold storage from last year. Prices are still quite reasonable, but will undoubtedly go higher as the season advances and the scarcity becomes more generally known."

LOUISIANA PEANUT CROP IS REPORTED LESS THAN LAST YEAR

The preliminary estimate of the average yield of peanuts per acre in Louisiana is 29 bushels. This compares with an average yield of 31 bushels in 1919, 24 bushels in 1918, 30 bushels in 1917 and 28.4 bushels the average annual yield for the past six years (1914-1919). The quality of the crop is estimated at 91 per cent. This compares with 81 per cent. in 1919, 78 per cent. in 1918, 88 per cent. in 1917 and 86.5 per cent. the six-year average of quality (1914-1919). The preliminary estimate of production for the State this year is 87,000 bushels. This compares with a production of 93,000 bushels in 1919, 108,000 bushels in 1918 and 120,000 bushels in 1917.

AMERICAN SUGAR REFINERIES CLOSED

New York, Nov. 24.—All six refineries of the American Sugar Refining Company have been closed as a result of slight demand for the commodity, it was announced here today.

CANNED APRICOT PACK LESS THAN 1919

California's output of canned apricots amounted to 2,312,000 cases this year, as compared with 4,395,204 cases in 1919, according to statistics compiled by the Canners' League of California.

Brandon Merchant Has Splendid Christmas Window Display

The Spirit of Christmas Predominates in This Window Display—Only Merchandise Adapted to Yuletide Season Shown—Oranges Add a Touch of Color



THE above window display was dressed by J. F. McDonald, of the firm of McDonald & Forman, Brandon, Man. This window was trimmed for last Christmas season and created a great deal of favorable comment and was the direct medium by which large quantities of Christmas goods were sold.

For some time past this firm found its business increasing to such proportions that larger and more commodious quarters were necessary to carry on their business with comfort to the ever growing number of customers. The result was that a short time previous to last Christmas they added the next store, thereby making the two stores into one. This gave them one large window as illustrated above and allowed ample space for excellent display purposes, of which the firm appreciates the value and takes full advantage.

The Christmas trim of last year was very tastefully arranged. In the centre was a large wire display stand filled with oranges and grapefruit. On the one side were displayed Christmas crackers, nuts, candies, figs, dates, jars of jams and canned fruits. On the other side were raisins, currants, peels, mince meat, cranberries, plum puddings and wines.

On a built up platform, which was covered with red crepe paper, were pyramids of jams and five pound boxes of dried fruits.

All of the goods shown in this window were especially adapted for the Yuletide season.



Retail Merchants Hammer Luxury Tax

Ontario Section of the Retail Merchants' Association of Canada Meet in Convention in Toronto and Discuss Matters of Vital Interest to the Trade—President Refers to Present Depression in Business and the Necessity of the Merchant Not Being Caught Napping.

By Staff Correspondent Canadian Grocer

TORONTO, Nov. 18.—The nineteenth annual convention of the Ontario section of the Retail Merchants' Association of Canada opened on Wednesday afternoon in the Association Assembly rooms in the World building here. B. W. Ziemann, Preston, Ont., president of the Ontario section, presided. Over one hundred members from all over the province were in attendance.

President's Remarks

In his address to the convention, the president drew attention to the precarious state of trade, and the necessity of the merchant not being caught napping. He stated that the business man is passing through a strenuous time and some merchants are experiencing difficulties. "Prices are not coming down as much as the public believe," he continued. "The newspaper publicity about falling prices has given the people the wrong impression. The result is that the consumer is taking the position of waiting for falling prices. The retailer cannot give orders to the wholesalers. The wholesaler cannot give orders to the manufacturer, and the factories are laying off workmen, resulting in stagnation in business. Business would have gone along a great deal better than it has if the newspapers had not spread such false propaganda that the bottom was falling out of everything. Things are coming down, but not as fast as newspapers stated. Prices are not due for as sharp declines as the merchant expects, and many lines will not be replaced as cheap as at present. The idea prevalent in the minds of many that the retailer is responsible for high prices is a wrong one. The reason that the retailer is blamed is because he is in direct contact with the consumer, and has to hand on the prices set." Mr. Ziemann, in speaking on the subject of the luxury tax, declared that the tax should be collected at the point of manufacture or importation, and not by the present method.

The City's Welcome

In the absence of Mayor Church, the delegates to the convention were welcomed by Controller Alfred Maguire, who stated that the retail merchants were passing through a critical period, but all they needed was to stand together and they would get what was right and fair. With good leadership and organization, they would find that their views would be respected.

J. A. Banfield Speaks

"Our policy must be constructive," remarked J. A. Banfield of Winnipeg, Dominion president, in his address. "We are a factor to be dealt with, and the government and the wholesale people realize it. We are closer in touch with the people than any class in the commercial world. You must get away from the small, narrow idea that you are a corner grocer or a small crossroads merchant. You are as great a power as the greatest manufacturer in this country. Judge Robson, late chairman of the Board of Commerce, told me that this association was the strongest in Canada if the members only banded together." Mr. Banfield said that if, instead of passing the budget in two weeks and giving out snap judgments, the Union Government had given the retail merchants proper consideration for the expression of their opinions, there would not be this iniquitous burden of a luxury sales tax.

Mr. Banfield pointed out the necessity of a unanimity of opinion between the different sections of the association. "Sir Henry Drayton told me," he added, "that he would not entertain sectional views, and not to bring just a dozen men to express the views of the separate trade sections. There are fifty sections in the Retail Merchants' Association and every section must be well represented when we present our protests to Sir Henry Drayton."

Clumsy Piece of Legislation

E. M. Trowern, organizer of the association in Canada, in his address dealt with the luxury tax. He pointed out that merchants believed that its purpose was the raising of revenue in the most business like manner. The government had no excuse, he declared, for this blundering, clumsy piece of legislation. If its policy was to suddenly spring legislation on the country, then the sooner it changed its methods the better. "You would have thought that they would have picked some government supporters from the ranks of the retail merchants to obtain an expression of opinion," he added. Mr. Banfield is one of the strongest supporters of the government. You would have supposed that the government would have found what some of the retailers thought of the proposed tax. Now, not one retail merchant in the Dominion would give his vote to the government, and I have been in all parts of the country."

Mr. Trowern claimed that the association had succeeded in making the government budge here and there on the tax, but could not obtain a change in policy. The enforcement of the legislation was complicated, discriminatory, cost a large sum to collect and resulted in the manufacture of cheap goods. He stated that there were thirty-seven sections of the retail trade affected by and that it was operated under six systems.

"There is only one system of taxation that would be considered by business people," declared Mr. Trowern. "That is a system which collects the revenue at its source."

Secretary's Report

The report of W. C. Miller, secretary of the Ontario branch, showed an increase in membership of 215. The membership of the association was now 3,410. He referred to the increasing cost of organization. Dealing with the legislation of the Ontario government, Mr. Miller said that the efforts of the officers of the association had met with considerable success. They had succeeded in eliminating an amendment to

Favor Collecting Luxury Taxes at Source of Supply

The following resolution was unanimously adopted by the Ontario Retail Merchants' Association at their meeting in Toronto on Thursday last:

That it is the opinion of this convention that the Luxury Tax is an absolutely unfair system of taxation, and that we ask to have the same removed, and that we heartily endorse the recommendation of the Dominion Board as follows: "We recommend that instead of placing the collection of a Luxury Tax on the retail trade, that it be collected at the source of supply, namely, from the manufacturer and the importer, and in this way it would be absorbed in the same manner as all systems of taxation are absorbed."

the Workmen's Compensation Act which would bring retail merchants under the act, an amendment to the Wages Act to raise the garnishee to $50, and the substitution of a clause satisfactory to the association. He reported that valuable information had been gathered by officers who were preparing to fight the claim of the Bell Telephone Company for increased rates. Mr. Miller's report was adopted.

D. W. Clark, treasurer, reported the affairs of the association to be in a healthy state. Receipts amounted to $16,974.13, and disbursements to $16,-252.52, leaving a balance of $721.61.

Resolutions Passed

A number of resolutions were passed by the Ontario Retail Merchants at the opening of the second day's session. Some of them that will be presented to the legislature at its next assembly were referred to a special committee. Resolutions passed are as follows:

That the Retail Merchants' Association, Ontario section, place themselves on record as being strongly in favor of the legislation secured by the Dominion Board to prohibit the false advertising of goods, and that members of this section be requested to forward to the secretary of the Ontario Provincial Board all advertisements or catalogues in which they find goods misrepresented, and that they be requested to take action thereon.

That this convention desire to place upon record as being opposed to the system adopted by some manufacturers of giving special prices to some dealers who make it a practice to advertise certain lines of goods at lower prices than the said goods can be purchased by the ordinary retail trade, and whereas the legitimate retail trade are collectively the largest buyers, and as such they contribute most towards the profit of manufacturers, that we ask that such a system be discontinued, or otherwise ask the manufacturers to adopt the price contract or re-selling plan, whereby these price-cutters cannot use staple lines for the purpose of deceiving the public.

That, in the opinion of this convention, it is not fair to the telephone subscribers who are retail merchants that the telephone company should charge an extra fee in order to publish the telephone directory. Every subscriber should be treated alike. As it is at present, if a customer wanted to look up those merchants who are engaged in any line of trade with a view to giving him an order, they would only have the advertisers to choose from, as the Telephone Co., by their extra charge, have barred out those who believe that the telephone company should not discriminate in the manner in which they do.

That the members of the association endorse the credit reporting department, and that the members take all the advantage they can of it.

That the convention oppose any attempt to make the application of the Workmen's Compensation Act apply to the retail trade.

That vigorous action should be taken against those who violate the Trading Stamp Act, or the False Advertising Act, or any act of a similar nature that has been secured by our association, and that such prosecutions should be undertaken by the Dominion Board under the direction of special committees appointed by the executive of the Provincial Board, and that the Dominion government have an official appointed to prosecute those persons who falsely advertise any article, similar to the inspector who is appointed to prosecute those persons who violate the gold and silver marking act.

That the Ontario Provincial Board apply to the government for an amendment to the Division Court Act, whereby small debts can be collected at a very much lower rate than it now costs to collect the same.

That we, retail merchants in convention, consider that it is not fair practice for wholesalers to sell their goods to the retail trade, and at the same time solicit trade from those who are, or should be, our customers, and who do not carry stocks of goods. We urge that this subject be taken up at a joint meeting of the wholesalers and retailers, with a view to having the same discontinued.

That active steps be taken at once to carry on the work of the community development so as to induce the public to spend their money in their home town, and that the coming executive be requested to give it their immediate attention.

That the officers and members of the Ontario Provincial Board ascertain as to the amount of injury that is being done to the cities, towns and villages, through mail order business by circulating petitions for the signature of retail merchants, to show that they are in sympathy with this inquiry.

That this association approve of a daylight savings measure, and that it be urged that the same be made Dominion-wide in its operation.

That in the opinion of this convention, all fruit should be sold by weight, and that the size of the box in which strawberries are sold should be specified under the act, and when sold by the box the size specified should be used.

That where the officers and members of the Ontario Provincial Board desire to have the rate of 25 per cent., which is placed on the value of land and premises of all retail merchants, so as to ascertain the amount of business tax they now pay, reduced to 10 per cent. of the assessed value, instead of 25 per cent., be approved of by this meeting, and that we agree to assist the executive officers of the Ontario Provincial Board to secure the same.

That inasmuch as a resolution was unanimously passed at the last meeting of the Dominion Board, held in the city of Vancouver, B. C., deeming it advisable to raise a special welfare and organization fund of $100,000 from retail merchants throughout Canada, that the members assembled agree to give the same their hearty support.

License Produce Dealers

W. C. Miller, secretary, announced that it was the intention of the association to also ask the government to pass the Produce Dealers' Act for the licensing and registration of produce dealers as a safeguard against unscrupulous traders. In regard to the transient traders' act, Mr. Miller stated that in Toronto the fee for traders and hawkers was $250. An effort was being made to have the law made more stringent generally.

The secretary also stated in regard to the sale of two and a half per cent. beverages, that the suggestion would be made to the government that any legislation be only of a permissive nature, giving the municipalities the right to pass bylaws to confine the sale of those beverages to licensed hotels. "A large number of grocers and confectioners are selling these two and a half per cent. beverages," he said, "and the government's order gave hotels the opportunity to monopolize this business. We induced the government to defer it to November first, and members of the grocers' section have given evidence before the government.

Oppose Meter Telephones

The association also decided to oppose the application of the Bell Telephone Company for a meter service in the use of the Bell Telephone Company. The special committee to consider proposed legislation consists of Ed. Mack, Toronto; R. H. Dowler, London; P. Bellinger, Toronto; T. B. Cramp, Orillia, and W. Flavelle, Lindsay.

The matter of a special course for retail merchants at the University of Toronto was referred to the executive for consideration.

Address on Taxation

Ald. Honeyford of the City of Toronto addressed the convention on Thursday afternoon on the subject of taxation. In the course of his remarks he declared that the Ontario assessment

act was as unfair as the luxury tax. Under the Ontario assessment act, there were many kinds of penalizing taxes levied, not from the standpoint of who could pay but from the standpoint of who could pay with the least squealing. Those who had made a study of taxation matters had concluded that there was one way only to tax, and that was to tax the unearned increment of land values.

Land values, he said, were created by all the people. In Australia and New Zealand, he said, nearly all the revenue was derived by taxing the unearned increment of land values. He asserted that in Western Canada the taxation of land values did not fail at all. He read a letter from the city clerk of Prince Rupert, in which it was said that taxing land values was the method there of raising money, and the sinking fund of that city was intact. In Sydney, Australia, the average land tax was $1,400 a head; in Toronto it was $600. A tax on land made land cheaper and reduced the price of buildings. "If you want to solve the housing problem take the tax off buildings and put it on the land, where it belongs."

Officers Re-elected

B. W. Zieman of Preston was unanimously re-elected president of the association. Other officials elected, and all by acclamation, were: First vice-president, W. J. McCulley, Stratford; second vice-president, Wilfrid Hodgins, London; treasurer, D. W. Clark, Toronto; secretary-treasurer, W. C. Miller; auditor, Mr. Ball, Toronto; representative to Dominion Board, Henry Watson, Ottawa.

It was decided that Mr. Zieman, accompanied by Dominion Secretary E. M. Trowern, should attend the annual meeting this week of the Associated Boards of Trade of Ontario at Belleville, and present the views of the Retail Merchants' Association in regard to luxury and sales taxes.

Postal Rates Should be Investigated

Hugh Blain, President of Canadian Wholesale Grocers' Association, in Addressing Convention of Ontario Retail Merchants Deprecates Postal System That Permits Mail Order Houses to Dump Goods Into the Towns and Villages of the Country at Low Rates.

"THERE never was a time when the wholesaler and retailer should be more cordially working together, than the present," stated Hugh Blain, president of the Canadian Wholesaler Grocers' Association, before the annual convention of the Ontario section of the Retail Merchants' Association. "The retail merchants' association has always had our approval. The wholesaler and retailer are like man and wife, except that they could not get a divorce, and could not get a separation. And if they could, I do not know who would pay the allowance. The interests of the two are very much identical, although there are some differences. The retailer is in the unfortunate position of being too close to the consumer. Your condition is watched. There is nothing you do but the consumer knows of it, and if he is the average consumer he will let the other consumers know of it, too. I am prepared to admit that if any crimes are committed we are as guilty as you are, but I do not admit that any crimes are committed by either the retail or wholesale trade. The retailers are rigidly watched by the public, and they get little compensation for the service they render, and in no respect is this truer than in the case of the retail grocer.

"The wholesale grocers would like to have the views of the retailers on various questions, for instance, the different methods of distribution, chain stores, the relationship of manufacturers, the mail order houses, and finally what you would like the wholesaler himself to do. We have always held that the manufacturer should deal fairly and justly with the wholesale trade, and I don't think wholesale houses or manufacturers should sell to chain stores at manufacturers' prices. I think it should be only on the basis of the regular retailer. If you don't sell the goods then we don't sell them either.

"I don't think the competition of the mail order houses is fair. There have been four advances in freight rates since 1916. The mail order houses are allowed to ship parcel post, and when parcel post was first introduced, rates were lower than cost. We ought to have a commission look into the postal service. In fact, I will be so extreme as to think that the delivery of merchandise should be stopped through the mails. I would like to see the retailers join with the wholesalers in seeking better legislation in this matter."

A vote of thanks was tendered Mr. Bain, on motion of Ed. Mack of Toronto and T. B. Cramp, Orillia.

Artificial Method for Rearing of Young Oysters

New York, Nov.—A discovery of great importance to the oyster industry is reported by the New York State Conservation Commission. W. F. Wells, biologist, has succeeded in the artificial propagation of young oysters. The eggs are obtained from the oysters and fertilized in much the same way as is done with the spawn of fish in hatcheries, and the young oysters, which are free-swimming during the earliest stage of their life history, are reared in tanks until they "set," that is, attach themselves to shells and other objects. As the great difficulty of oystermen during recent years has been to secure a good set of oysters by natural means, the importance of Mr. Wells' discovery may be readily appreciated.

Young oysters, before "setting," are very minute, and it has hitherto been found impossible to change the water in the rearing tanks without losing them. This has now been overcome by a centrifugal machine which concentrates millions of the tiny creatures from a large volume of water into a small bowl. They can then be transferred to a tank in which the water has been renewed. Though very delicate animals, their shells enable them to undergo this process without harm. About one month after hatching, the young oysters attach themselves and their free-swimming existence is over.

These experiments are important from a scientific, as well as from a commercial viewpoint, as they provide material for the study of the life history of shellfish, which has in the past been very incomplete.

THREE PER CENT. DECLINE IN U. S. FOOD PRICES

Washington, Nov.—A decrease of three per cent. in retail food prices in October throughout the United States was noted in statistics on the cost of 22 articles of food, made public by the department of labor.

Greatest decreases were in prices of sugar, 24 per cent., and potatoes, 15 per cent. The price of eggs increased 14 per cent.

How to Meet Chain Store Competition

Grocer Advises Not to Worry About Per Cent. on Sales Price, But Find Out What It Costs to Do Business, But Henry Johnson, Jr., Replies That He Never Knew What It Was to Figure on Any Basis Except the Sale.

By HENRY JOHNSON, JR.

THAT sometimes I fail to catch the trend of communications seems to be indicated by this extended protest:

Toronto, Oct. 17, 1920.

Gentlemen: I want to see more personal opinions instead of Chief Adjuster Henry Johnson doing all the talking. I don't want to get in bad with Mr. Johnson, only to get life out of your paper. Johnson shoots big guns adapted to big stores, and I found two letters of late on small matters which were never answered. So I judge he is on Easy street. His advice on basing per cent. on selling price instead of cost is sound, but I venture to say when he commenced business he never heard of that way of figuring. But he and hundreds more get there just the same. So can the small merchant who lives on Hard street. Don't worry about per cent. on sales price. Find out what it costs to do business. Then do it. If you have not all established business and are located close to chain stores, your business will be to sell goods not theoretically but actually and can maintain no fixed percentage.

Did you know that there was a war on, viz., chain stores? A personal opinion may not damage your business. Conditions of grocery business have so changed that trade journals should be willing to change where there is a mutual benefit. I refer to the greatest menace grocers have ever met, that is the chain store that is effectively eating the life of the business and doing it legally.

We cannot follow safely theoretical advice. Must have actual advice of men who have met the enemy effectively. Trade journals do not seem awake to the activity of the chain, or if so, cannot prescribe any remedy, or do not. Mr. Johnson's analysis is sound; but if we cannot do business, there's nothing to analyze. It is plain he lives on Easy street, loves to theorize and is a good salesman and conservative. We cast no reflection on him only that he deals in big business and cannot sympathize with the underlings on Hard street, of whom the undersigned is chief.

Yours very truly,

———.

Try Hard to Keep My Feet on the Ground

That man got a lot off his chest all at once, and I thank him. Do not keep such thoughts in your system. Get 'em out. Let me know where I fail you. That will help us both. For it is my effort to keep my feet down on the ground, to remember always the smallest struggler in business, and not to theorize except where theory can be transmuted into practice for everybody.

As to promptness in handling inquiries. Note the date of this paper. I have handled this inquiry the very first minute possible. I get a lot of them and try to be prompt, but often letters are pushed aside to make room for important business stories which I feel will benefit many. Then, too, some of those questions are so badly staged, so meagre in detail, that I try to puzzle out just what it is the writer wants to know, and the matters are sidetracked while I discover the intention of the writer or write back to him for more light. If you make your questions crisp, to the point, and furnish data whereon answers may be based, I'll answer more promptly, but in any event I shall always handle a letter as speedily as possible.

Further, I try hard always to keep my feet on the ground. I do not want to get out of touch with the little fellow. I find lots of them who think I have sized up their needs and handled them to best advantage. I should be able to do that, for my own experience began thusly:

My father failed in 1875 as result of the panic of 1873—$25,000 below zero. That means he had done a big business. But he began over again in 1878 with $730 of borrowed capital. He rented a store 60 feet deep by 22 wide and built a partition part way to the ceiling ten feet from the rear wall. Behind that partition was put a bed, an oil stove on a box, a lard pail for a washbasin and there were our living quarters. We cooked oatmeal for breakfast and supper—ate it with milk—nothing else. Went to a little hotel where we ate dinners at five for $1.00. Lived that way eight years, without fire in our room, broke the ice on the pail to wash, and shivered many a time. Hours from 6.10 a. m. until 9 p.m. every night and all the forenoon on Sunday. Does that sound as if it were Easy street?

Competition Always There, Also Changes

That was a time of keen competition. There were around us stores with ample capital and they often did things that were not sound business, such as having cut price sales we knew we could not meet because they were not good business. Times, too, were said to be very bad. I heard one big merchant say, at that time, that "there was no business in the country any more—everything dead and buried." We got through and made a success by working like beavers, keeping all kinds of hours, figuring closer than my present correspondent knows how to figure, I think, and living within our limited income. I have never thought those times were easy, but I have never regretted them, either.

I never knew what it was to figure on any basis except on the sale, because that I learned from my father, who was, in some respects, the best businessman I have ever known, but I know also that we averaged about 12½ per cent. gross margin at a time when merchants thought they had to get "about 20 per cent." Thus we survived when others—many of them—went under and left the field to us.

That is the opportunity that lies right before every small merchant today. There never was a time, and in my opinion there never will be a time when the earnest, hard worker in the grocery store will not find an avenue toward success along the line of hard, intelligent work. Everywhere, today, this year, the small man is making good in as big proportion as any time, despite this new "menace" about which my friend complains—which is just the old menace in another form.

Changes Always in Any Live Thing

Changes? Of course, there are changes. There always will be changes in any line of business. Whenever anything stands still it dies, and business is not dead now any more than it was in 1878—though there were men then who thought it was dead.

"Find out what it costs to do business, then do it," says my friend. Find out on what basis? On sales or on cost? Granted it does not matter, so you get enough to leave a little for yourself, can any harm result from learning it the right way? Is there any disadvantage—ever—in knowing your expenses on sales rather than on cost? My friend is a little up in the air, that's all.

I write about big business? Yes, also small business. I write the stories I find everywhere because I want to avoid theory. If I should say that thus and so can be done this way, I should give you theory. But if I tell you that Jim Jones did the thing and tell you how he

did it, I am giving you hard, practical facts. Then, whether the tale is from big or little business, it is there for you to apply its truths to your own needs. I can do no more for you.

Follow the Lead of the Successful Man

I like particularly to tell of big, successful men for many reasons. First: the fact that they are successful justifies the thought that their ways must be sound. Second: In practically every case they began small, so you then have the encouraging thought that you, too may do likewise. Nay, you have the right to feel sure you can do it. Third: these stories always show clearly that hard work and close application not only are the ways that win, but that they are the only ways. These being all within the reach of the smallest man, why and how is this theory? Looks to me like the soundest, most solid practicality.

For example: In 1917, less than three years ago, a young lawyer was called in as receiver of two bankrupt grocery stores. He knew nothing of the business. To make as good an accounting and settlement as possible, he dug into the business, working day and night at it. Presently he concluded—as he likes to say—that "it required a lot more brains to run grocery stores than law suits," and he made the two stores pay. Then he added more stores and re-organized the defunct company—the stakeholders, or creditors, being more than glad to help. In two years he had 32 stores. In another year he had 63 stores. Last year he did $1,500,000 business. In the first six months of this year he did $1,500,000 by consolidating the business of the 63 and not taking on any more.

No Royal Road But a Way Open to All

Was there any special advantage this man enjoyed over any competitor? Not a thing. The fact is that there is no royal road, but there is a way that is common property, open to all who have the grit and courage to travel it.

In April, 1919, a little man started out with $75 in the grocery business. Is that too high-brow a tale? He ran along until December 31, or for 8½ months, and showed net assets of $1,-176.76.

The little man on Hard street has all the advantage. Having the smallest expenses and containing the entire organization in himself, he can do things the big man must hesitate to do. He can make a run or a cut or experiment on any scheme because he is the entire organization himself and he can stop anything that seems harmful at once. Most important of all, he can keep his expenses so low that he can defy competition. He can work without many rules.

As he goes on this way, he is able to study every move from his own and the other fellow's standpoint; analyze it; see its sound and its weak points. He can review and figure everything from the right angle—sales—and learn minutely just how closely things can be handled. He will have leisure to study what items can bear a big percentage and what must be sold close. As he grows he gets to be better equipped daily. He is on much more certain ground than the fellow who begins with ample capital and less knowledge.

If, now, he has the wisdom to sense the fact that about two per cent. makes all the difference between success and lack of success, he is on the way to that Easy street he seems so much to want to reach.

But aside from pointing him the various ways to reach it, nobody that I know of can help him. He must choose for himself the way best fitted to his needs, and along those lines he must work out his own salvation.

Finally, I too, wish that many would give us their opinions, but I can only ask for those. I cannot make more men speak up.

Should Merchant Have Sold 100 lbs. Sugar?

Asked for That Quantity by a Big Buyer But Disposed of Only 10 lbs.—Manufacturers' Agent Finds Good Business Out Through the Country.

The trade is watching very closely the trend of business conditions. Canadian Grocer has interviewed a great many firms, retailers, wholesalers and manufacturers, in regard to how goods are moving. There is of course an evident slackening up of sales on the part of the retailer in view of the fact that the consumer has been led to believe that prices of all kinds are not merely declining but slumping.

A case has come to our attention during the week of where a retail merchant advised the customer not to purchase one hundred pounds of sugar which the customer had asked for, the reason given being that the price of sugar was coming down very much farther. This customer—the wife of a prosperous farmer in Western Ontario—had asked for a sack of sugar. She was the buyer for a big household. With seven children, her husband and her sister, a housemaid and two or three hired men, she was easily in a position to purchase 100 pounds, a quantity that would only last a short time. Nevertheless the merchant advised her to take ten pounds only. This would not last her very long. Was this good business on the part of the retailer?

A large firm of Canadian manufacturers' agents state that, finding business somewhat dull through the regular channel of wholesaler to retailer, decided to send out some of their men into the country towns and smaller centres. They now report a splendid business with retailers and claim that trade is quite good considering the general feeling. In fact they were enthusiastic. Many of their lines are more or less of the specialty character but some are in the branded staple class.

There is no doubt a tendency on the part of the public to go easy on their purchases but many retailers state that this applies more to the important staples such as sugar, but that the specialty articles where prices are not so familiar are moving well. Apart from the larger centres where considerable manufacturing is done, the people are all in good circumstances with a big crop yield to back them up in all the agricultural districts.

Where retailers are graduating their prices based on replacement value business is good. A big Christmas trade is being looked forward to by all merchants.

SUING DOMINION SUGAR COMPANY FOR $40,172

Toronto, Nov. 23.—W. F. Morley & Co., Toronto, are suing the Dominion Sugar Company of Chatham for $40,172. The case has been set down at Osgoode Hall for trial.

It is claimed that on November 26, 1919, the Dominion Sugar Co. sold 448,000 pounds of sugar to H. O. Wilbur & Sons, Philadelphia, for $54,208 at the rate of $12.10 per hundredweight. Later, on account of embargoes, H. O. Wilbur & Company transferred the sugar to W. F. Morley & Co. at the purchase price. A quarter of the sugar was to be delivered in each month—February, March, April and May, 1920. On account of the embargoes existing the Dominion Sugar Co. refused to make delivery, but the plaintiffs claim that the contract read f.o.b. factory, and therefore was the property of the Philadelphia concern, who were entitled to dispose of it, as they afterwards did to W. F. Morley & Co. Morley & Co. claim that they had sold the sugar in Toronto and Hamilton at $19.11 per hundredweight, or for $85,612, and agreed to pay $1,232 freight.

They therefore claim $30,172 for loss of profits and $10,000 damages for loss of business.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

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LIQUIDATION GRADUAL

ACCORDING to the president of the Canadian Bankers' Association, pressure by the banks on the business community to hasten liquidation will not be of an embarrassing nature. Discussing the decline in commodity prices with his fellow bankers at a recent meeting of the association, president C. A. Bogert urged that the banks do not bring undue pressure on borrowers against commodities for liquidation, but asked them to give reasonable time for gradual absorption of the commodities by the public, thereby avoiding further depreciation and the accompanying disturbance.

On the other hand, the banks are very much interested in speedy marketing of crops, and Mr. Bogert said it was reassuring to know that the value of Canada's exportable food products alone this year would reach very large figures, and growers of products and grain dealers should be offered all possible facilities for the marketing of these products. The fact that Great Britain is now in the market for Canadian wheat was a matter for gratification, while Belgium, France, Switzerland and Spain had already been buying. The effect of these sales was just becoming apparent, and although no material reductions have yet been made in the ordinary commercial loans, gradual improvement should take place during the balance of the winter.

As to the prospects for easier money, Mr. Bogert did not look for much improvement in this direction until well into next year, perhaps the summer.

Canada, in Mr. Bogert's opinion, was probably in a better position to recuperate from the war than any other country, with its great resources and steadily increasing volume of products. Many commercial readjustments would have to be made, and those engaged in lines of business holding merchandise which is depreciating in value with falling prices, would have to draw on their profit and reserve. Merchants in some lines of business would have to take losses, but he believed the majority of them had accumulated sufficient surpluses during the profitable war period to provide for these contingencies.

DO NOT FEAR CO-OPERATIVES

ONE of the resolutions put up for approval at the convention of the retail merchants of Ontario, held recently, was one asking the assembly to place itself on record as being opposed to co-operative societies and buying clubs, unless the same be under Government supervision, and that, owing to the importance of the subject, the matter be immediately taken up with the wholesale trade and the manufacturers. The resolution did not pass. A motion to the effect that no action be taken on the question was carried.

"Co-operatives have never been a success," stated one delegate in making the motion that nothing be done with the resolution. "We should not let it be seen that we even know they exist," he added. "I have never feared the competition of the co-operatives, and I think it will be found that they will finally be eliminated."

The above remarks about sum up the attitude of the merchants gathered in convention, on the subject of co-operatives

While co-operative stores have offered some goods at lower prices than the regular dealer, it has been found that in the way of service these club stores have not been able to measure up to the well-established merchant. Then again the fact that so many are interested in the business rather than one man, has worked to their detriment. In many instances it has been the case of too many managers.

Gradual Return to a Saner Attitude by People in Regard to Luxurious Outlays is Now Being Noticed by Banking Heads

Discussion of Business Conditions and Outlook By Managers of Big Canadian Banks Indicates That Signs of a Return to Something Nearer Normal Are Not Lacking—Money Is Said to Be Tighter in U.S.A. Than in Canada—No Reason for Pessimism

THERE is so much uncertainty about business conditions at the present time, and grocers, like every other class of businessmen, are so completely at sea that anything that tends to throw light on the situation is acceptable. "Keep close to your banker" is advice that has been handed out in these columns before, and it is a policy that is being followed now by many merchants. In view of the fact that the bank manager is—or should be—better versed in these matters than perhaps any other man in the community, the following views on the business outlook, as collected by The Sun-Times of Owen Sound, Ont., should be interesting:

Public Is Holding Back

J. A. Simpson, manager of the Merchants' Bank: "Speaking of Canadian conditions, these can only be considered here in the most general aspect. We have been favored east and west this year with larger crops of all kinds than in recent years and that fact at first thought inspires hopefulness for the future. But one is reminded that to obtain the fullest benefit, we should export all the grain we do not require for our own use, and the present adverse rates of exchange, high transportation charges and insurance rates minimize to an important degree the advantages to the country at large which in normal times would have accrued to our farmers through the enormous volume of their crops. Until there is a clearance of the outlook in these matters, money will be tight, as the saying is, and banks will continue to exercise the utmost care, discretion and good judgment in the conduct of the Dominion's legitimate activities. There is already in our large centres much unemployment due to various, obvious reasons, chief of which perhaps is the downward trend of various commodities, the holding back by the public of purchases other than their actual daily needs in the hope of still further lessening in prices of necessities. There is also to be noted a gradual return to a saner attitude by the people in regard to luxurious expenditures. Probably our chief hope of an early return to more natural conditions is the exercise of the strictest economy and therefore the ability to lay by money against the time when a dollar will be worth one hundred cents instead of the present fifty cents."

E. A. Batchellor, manager of the Royal Bank: "The present tightness of money is a logical aftermath of the war aggravated to a certain degree by the banks being called upon to finance one of the largest crops on record. The basic condition of Canada is undoubtedly sound and there is no apparent reason for pessimism although business in some lines at the present time is somewhat depressed, and it is quite natural that after a lengthy period of inflation, prices of all commodities should seek a lower level. In the meantime, until the readjustment period is over, and business is again normal, it is the duty of every citizen to be loyal to his country and purchase in so far as is in his power only goods made in Canada."

R. P. Findlay, manager of the Canadian Bank of Commerce: "The 1920 crop has a very much greater value than any other previous crop and it is consequently taking a very much greater volume of bank funds to market than usual, leaving a shortage for some other less important purposes. When the crop movement is completed we can no doubt look for more money for other purposes. While money is somewhat tight at the present time, the banks are, I think, looking after the requirements of their customers for legitimate commercial purposes. It seems to me from all accounts that we are much more fortunate than our friends across the line, where money is much tighter and rates considerably higher than here. Bank rates in practically every country in the world have greatly increased during the past six years, while there has only been a slight increase in bank rates in Canada, even though there has been a tremendous increase in our cost of doing business, and I think this is a great compliment to the Canadian banking system. The financial affairs of the country are in practically the same capable hands that guided us through the period of war and it seems to me we can have confidence that they will safely guide us through the period of readjustment."

Banks' Policy Changed

R. B. Towriss, manager of the Union Bank: "There is every indication that the period of financial readjustment has commenced. Conditions are such as to have changed the policy of bankers generally in relation to the granting of credits and there is every likelihood of a gradual tightening in the money market. The reduction in prices in so far as the consumer is concerned has been very slight, yet there seems little doubt that we have passed the peak and that we may look forward to a considerable, if uneven, scaling downward; as yet the factors that have been forcing a reduction in prices have not been of a fundamental character. While there has been a gratifyingly good harvest throughout the country we have not gone far toward a general increase in output, and still less toward the general deflation in currency. These can alone give a permanently lower price level. The time is fully ripe for the practice of rigid economy on the part of all our people."

WHOLESALERS HAVE WORRIES THESE DAYS

One wholesale grocer was showing a representative of Canadian Grocer three samples of letters received in one day from three different grocers. One stated that he was quoted a lower price on sugar by a competing firm two days after he had given his order to the wholesale grocer's representative. In no uncertain manner he demanded a refund. Another said he was quoted one cent per pound less on prunes. He also wanted a refund. Another stated he had been given a lower price on raisins by another house. This wholesaler, stated the retailer, should try and bear in mind that, at the present time, prices on some commodities change overnight, and it isn't a case of a wholesaler trying to overcharge a customer. He cannot always keep pace with the market. The wholesale grocers, he added, are not making an exorbitant profit, in fact, many are hard pressed to make a profit at all, at present.

"The average retailer," he declared, "who bought on the wholesaler's advice, in a rising market, made a nice, additional profit. Therefore, he must expect now to possibly take a corresponding loss. The wholesale grocer has been a good friend to many retailers."

Canadian Grocer would be glad to hear from retailers on their side of the question.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIMES

A number of the retail merchants of St. John, N.B., waited upon Finance Minister Sir Henry Drayton, a short time ago, when the latter was visiting that city, and complained of the hardships of the present method of collecting the luxury tax.

A new flour mill has recently been established in Charlottetown, P.E.I. It has a capacity of 150 barrels a day, and will be able not only to take care of all wheat grown in the province, but will import largely from western provinces. The officers of the company are B. D. Howatt, president; Isaac Carter, vice-president; H. M. Davison, C. H. Chandler, executive officers, and B. W. Le Page, secretary-treasurer.

QUEBEC

The Bovril Company, Limited, Montreal, have secured the agency for April for the Dominion of Canada.

Twenty-five wagons loaded with potatoes, the property of the Premier Potato Company, were destroyed in a fire that was discovered at 11.55 o'clock Thursday night, November 18, in a wooden structure on Murray street, Montreal. The building was the property of the City Ice Company.

ONTARIO

John Hart, Toronto, has sold to James Don.

S. & W. Climie, Sault Ste. Marie, have sold to Milroy & McKay.

The Marine Grocery, Fort William, Ont., has sold to G. M. Lee.

G. H. Sipes has commenced business at 45 West Main street, Galt.

D. C. Mackenzie, retail grocer, Toronto, recently suffered a loss by fire.

George Deckie has opened up a first-class store at 94 Ainslie street, Galt.

A. C. Hartman has opened up a first-class store at 366 West Main St., Galt.

A. S. Johnston has opened up a first-class store at 790 Danforth avenue, Toronto.

J. A. Geddes has opened a grocery business in the McGaw block, in Kincardine, Ont.

Two milk vendors in Markham, Ont., were recently fined fifty dollars for adulterating milk.

W. J. Bradley, manager of the Winnipeg office of Sainsbury Bros., is on a business trip to Toronto.

DEATH OF TRAVELER AND FORMER GROCER

Orillia, Ont.—Neil Carmichael, a grocery traveler, passed away here suddenly following a stroke. He had a great many friends among the retail trade all over Ontario, as well as in Toronto, where he resided, and where for a number of years he operated a grocery store on Yonge street, just south of the



THE LATE NEIL CARMICHAEL

North Toronto C. P. R. station. At that time he was a member of the Retail Grocers' Association of Toronto and one year was head of the organization. The late Mr. Carmichael was 59 years of age. A widow and three sons survive, the latter being John, Malcolm and Alex., of Toronto.

L. H. Davis, of the California Prune & Apricot Growers, Inc., San Jose, California, was a recent visitor in Toronto.

John O. Carpenter, Hamilton, Ont., has disposed of his grocery business at 10 Market Square, and intends to take a much needed rest.

T. C. MacIver, who for the past seven years has been with W. K. Kellogg Cereal Co., Toronto, has severed his connection with that firm.

Stewart Henry, Windsor, wholesale distributor for B. C. Packing Association, has returned to his office after being confined to his home with illness.

W. J. Easton and Bert Brown, Chatham, Ont., represented the retail merchants of that town at the R. M. A. convention in Toronto last week.

John Hill and Company, Thessalon, Ont., have opened a flour, feed and grocery business in Thessalon, commencing on the twentieth of this month.

A new co-operative store is shortly to be opened in Ingersoll, Ont., by the farmers' clubs and a number of organized workmen. The store has already been purchased.

Garfield Stephenson, manufacturer of clothes pins, in Orillia, Ont., was electrocuted last week while at work in his plant. The late Mr. Stephenson was only 37 years of age.

A farmer in Peel county was fined the other day for having too much water in the butter he was selling. The government standard is 16 per cent., and this butter had 3.3 per cent. more water than is permissible.

S. C. Johnson & Son, manufacturers of Johnson's Floor Wax, Paints, Varnishes and Auto Accessories, have commenced operations in their Brantford, Ont., factory. All of their lines are being manufactured in Brantford.

H. M. Gully of the Drimilk Company, Limited, Toronto, and Courtland, Ont., was on an extended business trip in Winnipeg last week and made arrangements with Donald H. Bain Company to represent them in the four western provinces.

Peter McGaw, for many years in the grocery business in Kincardine, Ont., passed away last week. He was 71 years of age, and had been a resident of Kincardine for sixty years. He was one of the leading citizens of the town, taking a keen interest in all that pertains to its betterment.

Merchants in Windsor, Ont., are urging the city to pass a "moving bylaw," under which cartage companies must inform civic authorities, within 24 hours, of the addresses from which they carried goods and the destination. The merchants complain of annual losses aggregating thousands of dollars, through persons moving to the United States, leaving unpaid bills behind.

According to J. Gill Gardner, president of the Laing Storage and Produce Co., condensed milk manufacturers, Brockville, Ont., the company intends to erect a $400,000 addition to its plant, starting work next spring. Mr. Gardner, with J. R. A. Laing, the managing director, visited Holland, Belgium, France and Great Britain, in the interests of the company.

What they say about
"Dominion Brand"
Tomato Soup

"The Soup With a Flavor"

"We have tried the tomato soup and both think it is really delicious. We have soup at least five times a week, so that it is one of our principal articles of diet. You have been very successful with it. The Flavor is a little different from . . . . . but we like yours better, and he has been telling all his friends about the wonderful soup that can be made in Canada."

Very Much Impressed

The writer was very much impressed with this Dominion Tomato Soup, in fact so much, that I ordered a case for my own use, and find it more than satisfactory, and equal in every way to . . . . . .

There is no sense in sending all the good Canadian money over to . . . . . of the United States for an article which can be produced equally as well in Canada, and with the exchange being so very much against Canada at the present time, we do think that it is up to every loyal Canadian buyer and consumer to insist upon Dominion made goods.

"Best They Have Ever Eaten"

A number of samples have been distributed around the Office, and the writer has used the Soup at his own home and without doubt every person who has tasted it has proclaimed the Soup to be the best they have ever eaten. Personally we think it is superior to any Soup now being offered on the Market, including lines imported from the United States.

Made by

Dominion Canners Limited

Hamilton, Canada

MOTION TO QUASH THE EARLY CLOSING BYLAW

Toronto, Nov. 24.—The first motion to quash the early closing bylaw has been made before Mr. Justice Rose at Osgoode Hall. The motion was brought by a Toronto grocer who has been fined more than once. In outlining his main argument, J. M. Ferguson, who made the motion, said that the legislature classed grocers and fruiterers as one class; that power was given to the city council to deal with trades as classed; that the Ontario legislature had passed an act subsequent to the passing of the early closing bylaw distinguishing between grocers and fruiterers and permitting fruiterers to sell fresh fruit during long hours. Mr. Ferguson's argument will then be that the bylaw that is bad in part is bad in the whole.

BREAKS STORE WINDOW AND DISTRIBUTES CONTENTS

Montreal, Nov.—Henry Bertin, of 50 St. Denis street, appeared in court the other day on a most peculiar charge. He is accused of breaking the window of the confectionery store owned by Joe Rondeau at 328 St. Catherine street, and then generously distributing the contents to various passers-by. As this action took place in the morning before the proprietor had arrived, Constable Vezina took it upon himself to interfere with this self-appointed Santa Claus and placed him under arrest.

On appearing in court, he exclaimed: "I'm a captain of a frigate."

The damage is estimated at $600.

BUTTER RATION TO BE INCREASED IN ENGLAND

Montreal, Nov.—In a cable received here from the cargo inspector for the Department of Agriculture at London, England, he states that owing to increased arrivals of butter from Australia and New Zealand the ration of Government butter is to be increased by half an ounce per person, which will make it one ounce and a half per person.

CHANGING TO "STRICTLY CASH"

Mrs. Ross, grocer, corner of Dundas street west and Humberside avenue, Toronto, announces to her customers that after Dec. 1 all sales will be made on a cash basis. In a circular sent out, she puts up the proposition as follows:

"The public demand goods at the lowest cost possible, and in order to carry out this plan we must have cash to work on a greatly reduced margin.

"Our relations with our credit customers have been exceeding pleasant in the past, and we would just hate to lose their trade, but we feel certain that a trial of the cash custom will convince them the change is to their advantage and that it will pay to deal here. Therefore, commencing on Wednesday, December 1st, all goods will be sold for cash only. Give us a trial.

"Prompt delivery has been our motto in the past and will continue to be the same in the future.

"Again thanking you for past patronage and looking forward to pleasanter relations in the future."—Mrs. Ross.

THANKS CANADIAN GROCER FOR MANY USEFUL HELPS

John O. Carpenter, Hamilton, Ont., in retiring from business in the grocery trade in that city, after forty-three years' experience, writes to Canadian Grocer of the value of this grocery journal, and of the help that it has been to him in many ways. His letter is as follows:—

Hamilton, Nov. 13, 1920

Editor Canadian Grocer.

After forty-three years spent in the grocery business in Hamilton I am retiring to take a much needed rest, and among the debts I owe I have the greatest pleasure in thanking you for the very many useful helps I have received from the Canadian Grocer, editorials, market reports, and also the live advertising of your patrons, both wholesale grocers and manufacturers. I consider the Canadian Grocer is a most valuable help to every grocer.

Again thanking you for your many kindnesses.

JOHN O. CARPENTER,
Hamilton, Ont.

NEW TROPICAL FOOD COMPANY IS ORGANIZED

Kitchener, Ont.—A new company has been organized in Kitchener, known as the Tropical Food and Chemical Co., Ltd., which has been incorporated for the purpose of exploiting a patented system for manufacture of every part of cocoanuts into foods, extracts for perfumeries, fats, oils, valuable medical extracts and other products of commercial value. The owner of the patents is Austin B. Pilliner, engineer, of Toronto. The directors of the company are Toronto men, but Kitchener men have become interested. The authorized capital is one million. It is the intention to start with a capital of $200,000, the remaining stock to be left unsold, and to provide for future expansion. The company will operate under a provincial charter, which has been secured.

SEEKING TO PREVENT LOSS TO FISHERMEN

St. John's, Nfld., Nov.—The Newfoundland Government is taking active steps with a view to preventing serious loss to the fishermen of the colony as a result of the prevailing low prices of fish.

Sir Alexander Harris, Governor of Newfoundland, conferred recently with William Coaker, Minister of Fisheries and Acting Premier, and James Arthur Paddon, manager of the Bank of Montreal, regarding a proposition that the Government should guarantee purchases of codfish.

A great amount of fish caught off the Labrador coast during the last season and cured at Newfoundland fishing ports remains unsold. This is explained as largely due to the fact that because of differences in exchange rates and other abnormal conditions there has been a very poor market in the Mediterranean ports which ordinarily absorb most of the Labrador product.

PLANT OF BAINES LTD. DESTROYED BY FIRE

Montreal.—The chocolate factory of Baines Limited, at the corner of Moreau and Forsyth Streets, was completely destroyed by fire at noon Monday, November 22. When the Chief of the Fire Department arrived on the scene he found the fire sufficiently dangerous to turn in a general alarm. After working for an hour the firemen mastered the flames but not before the interior of the whole factory, which is four stories in height, and of brick, was entirely destroyed.

BUSINESS CHANGES IN QUEBEC

A. Tremblay has bought out the Park Provision Store at 207 St. Viature St. W., Montreal.

S. L. Vincent succeeds E. F. Valliant in the grocery business at 1445 Lafontain Street, Montreal.

A. Lapiere, 319 Champlain Street, Montreal, has sold out his grocery business to C. H. Baillarge.

Edmond Roussell has sold out his grocery business to A. Lafont, which will be carried on at the same store, 1718 Masson Street, Montreal.

New Goods

The California Prune & Apricot Growers, Inc., San Jose, California, are offering a pitted prune to be used for baking purposes. They claim that the flavor of pitted prunes when baked in pies or bread is similar to raisins. Pitted prunes are packed in twenty-five and fifty pound boxes. The first shipment for the Toronto market is now rolling and is expected to arrive in about ten days.

NEWS FROM WESTERN CANADA

WESTERN

O. Manke has commenced a grocery store at Hughton, Sask.

S. L. Berman, Regina, Sask., is discontinuing his grocery store.

R. M. Hill has commenced a grocery business at Vancouver, B. C.

Wilson's Grocery, Ltd., Edmonton, Alberta, have been incorporated.

A. J. Mount has sold his grocery store at West Kildonan, Man., to J. Refen.

The Veterans' Grocery has commenced business at Moose Jaw, Saskatchewan.

M. P. Lemon has sold his grocery store at Winnipeg, Manitoba, to A. Park.

A. C. Thompson, grocer at Vaucouver, B. C., has been assigned to F. J. Carter.

Arthur J. Pinchback is contemplating opening a grocery store at Calgary, Alberta.

H. C. Leggo has succeeded G. T. Garney in the grocery business at Bulyea, Sask.

J. Dana has succeeded H. M. Hall in the grocery business at Scarth, Manitoba.

E. Bailey & Co., are commencing in the grocery business at Grand Forks, B. C.

W. A. Martin has succeeded A. S. Buchetts in the grocery business at Vancouver, B. C.

H. Donnah has been succeeded in the grocery business at Vancouver, British Columbia.

Western Grocery Co., Victoria, B. C., who are in bankruptcy, have sold stock to James Adam.

The B. C. Grocery Co., Ltd., has succeeded the Mitchell's Cash Grocery, at Vancouver, B. C.

Jobbin Marrin Co., Ltd., wholesale grocers at Winnipeg, Manitoba, recently suffered loss by smoke and water.

Linden Grocery at Victoria, B.C., which is owned by R. R. Lewis, is reported admitting P. L. Green as partner.

The new store of Harvey and Johnston, Kamsack, Sask., was formally opened a few days ago. The growth and expansion of the Harvey and Johnston business demanded larger quarters, with the result that the present premises were secured.

J. MacKay, a commercial traveler for many years in Western Canada, passed away in Vancouver last week, following a long illness. For many years he represented the wholesale grocery firm of Turner, McKeand & Co. He is survived by his widow and two sons.

CHARTERS SUSPENDED

Charters of seventy-three Winnipeg brokerage firms have been suspended, according to an announcement contained in Manitoba Gazette Wednesday. An order in council was passed by the provincial cabinet taking this course of action, as the firms have failed to pay the special tax of $100 levied on all brokers and manufacturers' agents at the 1920 session of the legislature.

CANNING INDUSTRY BRINGS FAMINE TO ALASKA INDIANS

Seattle, Wash., Nov.—Hundreds of Indians in the Upper Copper River district of Alaska are facing starvation this winter because of the failure of the salmon fishing in that neighborhood, through so few fish escaping the nets of the canners. The information was given to a commission investigating the demands of Juneau and Cordov residents for restrictions on salmon fishing in the upper rivers.

DECREASE IN QUALITY AND VALUE OF FISH

Ottawa, Nov.—A slump in both the quantity and value of fish landing during September on both the Atlantic and Pacific coasts, as compared with September, 1919, is reported by the Fisheries branch here. There were 1,157,870 cwt. of sea fish landed in September, 1920, against 1,429,160 cwt. in September, 1919. The value of the catch at the point of landing was $3,581,567 in September, 1920, and $6,113,723 in September last year. The decrease in quantity landed and in the value is attributed to the falling off of 108,000 cwt. in the aggregate catch of cod, haddock, hake and pollock, and of 145,000 cwt. in the salmon catch.

QUAKER OATS CLUB IN SASKATOON ENTERTAIN C.P.R. SOCIAL CLUB

Saskatoon, Nov. 24.—The Quaker Oats club had as their guests the C.P.R. Social club at their whist drive and dance, held the other night in their clubroom. For the first hour and a half there was a whist match between the two clubs, the Quakers coming out on the long end of the score. Mrs. Forester was the winner of the first prize for the Quaker Oats for the highest individual score, while Miss V. Hurling was the highest scorer for the C.P.R.

The whist was followed by a dance, about 70 couples taking part. During the course of the evening Mr. J. Towers favored the gathering with a couple of solos, which were appreciated by all.

Breaches of Winnipeg Early Closing By-law Are Penalized

Winnipeg, Nov. 24.—The first shot in a legal campaign which, eventually, will reach the highest courts in the country, was fired a few days ago by Magistrate Sir Hugh John Macdonald, in the police court when he fined R. W. Marr, confectioner and baker, 346 Portage ave., $10, for keeping his store open contrary to the provisions of the Early Closing by-law. The magistrate ruled that the city had power to make and enforce the law.

Two proprietors of fruit stores, Marria Haddad, 146 Garry st., and Goldie Dubnov, 198½ Smith st., also were fined $10 each. Ninety-nine cases against dealers who had been served with summonses for breaches of the by-law were held over, and the case against Roy Lewis, proprietor of the Club cafe was remanded until Tuesday. Crown Prosecutor R. B. Graham, K.C., argued that a restaurant which kept goods for sale on its shelves, counters and in its windows, was technically a shop and came within the meaning of the act.

Ward Hollands, counsel for 60 of the store-keepers declared he would use the Marr, Haddad and Dubnov cases in a test appeal to the Manitoba Court of Appeals.

EXPRESS COMPANY MUST PAY FOR DAMAGED FRUIT

Montreal, Nov.—Another ruling on the liability of carriers for the care of perishable goods given to them for transit has been given in the Superior Court, Mr. Justice Howard maintaining a claim of Howard U. Clegg against the Canadian Express Company, and condemning the company to pay $763.07 damages. The plantiff's claim was for loss on a shipment of strawberries.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

GROCERY commodities are passing through a readjustment period and although many lines are showing slight shading in price there is no indication that the bottom of the market is due to fall out. The tendency is that prices will show gradual recessions which will give merchants an opportunity to clean up high price stocks without any great loss.

MONTREAL—Lower prices are quoted on pork this week as a result of the better supply of hogs offered on the market and lower prices paid. There is very little change in the beef market. Lard prices show no improvement and a further decline is quoted on shortening. Butter is also in a weak condition but there is no change in prices. This also applies to the cheese market but the cheese now being sold by the trade is not affected. The egg market is holding firm with every indication of at least the market holding. The storms lately have been hindering fishing operations so that there is a shortage of fresh salt water fish. There is, however, an excellent demand for smoked and cured fish. The feature of the whole market this week is the further declines in the price of sugar. It has now in some cases reached the ten and one half cent mark. Beet sugar is still lower in price. Molasses also dropped in price this week. The nut market is much stronger with an advance of six cents quoted on the primary market for walnuts. Other nuts follow this lead and a generally stronger market is found with the increased demand. The same is the case in the market for dried fruit. The demand for these lines is even better than was expected by the importers and it is feared that the supplies will not be sufficient to meet the demand. Flour is reduced in price by forty cents a barrel following the receding wheat market. Rolled oats is reduced in price and considerable price cutting is going on by the different millers in an effort to get the business which is very good at this season. There is no change in package goods. The prices on lemons are lower this week. Additional strength is reported to the potato market and higher prices are expected. The tea situation is greatly improved and a shortage of Japan teas is reported since the importation of those teas is smaller this year than it has been for a number of years. There is no change in the coffee market this week. There is a reduction of eight cents a pound on two different brands of cocoa. The general trade conditions are improved and although the wholesalers state that the buying is only for immediate demands, the demand at the present time for grocery lines is very good.

TORONTO—The refined sugar situation is very irregular. Refiners are not quoting prices and it is purely a matter of competition just at what figure sales are made. Dominion sugar appears to be making the price but is met by other refiners who care to take the business. It is thought that prices on refined sugar are now running close to replacement value. The new crop of Barbadoes molasses is reported to be short owing to the dry season and will not reach here until very late in the season probably around the first April. Cereals generally have a downward tendency in view of the recessions made in the grain market. Rolled oats show a slight reduction. Prunes are in a weak situation with quotations three cents lower than opening prices. Raisins are holding firm, packers are practically cleared up of this year's pack. California pitted prunes are being placed on the market, the first shipment is now rolling and will arrive in about ten days. The primary market for teas has developed a firm undertone on all grades. It has been said that teas generally have been marketed below the cost of production and the loss involved on the lower grades is exceedingly heavy; it is thought necessary that production should be curtailed until such a time as the abnormal stocks have been reduced and prices brought to a level which will at least cover the cost of production. If Russia again resumes the buying of tea anywhere near the amount purchased previous to the war, the effect on prices would be considerable. Canned goods are moving more freely. Potatoes continue to be a feature in the vegetable market, receipts have been heavy with prices a shade lower. Quotations on flour declined 40 cents per barrel. The flour market is irregular and prices are more or less nominal.

WINNIPEG—Business as usual has been the attitude taken by many of the wholesalers and retailers during the past weeks. Business is reported to be steadily improving. The situation in regard to grocery commodities has shown very little change in prices during the week. Jobbers and retailers are expecting heavy sale for all lines of Christmas goods.

QUEBEC MARKETS

MONTREAL, Nov. 26.—Further declines in the sugar prices feature the market this week and cane sugar is now quoted as low as 10½ cents by some jobbers. Other quotations go as low as 9 cents. The bottom has probably been reached and a reaction may take place since it is granted that the refiners are losing money at the present prices. Molasses is also reduced in price this week. Lemons are quoted lower and the orange market is unchanged. A jump of six cents is reported on the price of shell walnuts and almonds are also to be dearer. It is intimated that in view of the exceptionally good demand for nuts and dried fruit at this season that the present supply will not be sufficient to meet the demand. Lower prices are quoted on rolled oats and there is considerable price cutting reported in this connection. Corn meal is also lower in price and a drop of forty cents is quoted on wheat flour. Additional strength is reported to the potato market. Japan tea and Indian and Ceylon teas are much stronger and there is a possibility that the very cheap teas that are flooding the market will be speedily done away with. There are a number of miscellaneous reductions this week such as a two cent lower price on peanut butter and a decline in the price of rope.

Further Declines on Sugar

Montreal.

SUGAR.—Another drop has occurred in the price of sugar this week. Four big refineries have reduced their price to the wholesalers to 11 cents less the 5 per cent. discount. It was also stated by a number of wholesalers that another refinery had reduced its price to 10 cents less 5 per cent., making the net price to the wholesaler 9½ cents. Despite this series of drops in the price of sugar from the refiners during the past two weeks it was stated that few retailers were stocking up, most of them simply buying sufficient to make a proper allowance for their trade, evidently looking for further decrease in price. It was stated by brokers this was practically due to the fact that the "invisible supply" which has been held by speculators and wholesalers as well as retailers was still finding its way to the retail trade in considerable quantities, with the result these speculators and hoarders are now selling at a loss, while their unloading was, to some extent, demoralizing the general market. One wholesaler in the city has quoted pure cane sugar late this week as low as 10½ cents per pound to the retailer.

Lower Prices on Rolled Oats

Montreal.

CEREALS.—There is considerable price-cutting going on at the present time on rolled oats. The different millers are making a big bid for the winter business. The result has been that rolled oats 90's are now selling between $4.00 $4.10. The demand is very good at this season. The corn market has taken a further tumble and corn meal is being quoted as low as $3.90 per bag. The general run of prices is about four dollars. White Canadian beans are reduced in price this week and are quoted at seven cents per pound in the smaller quantities.

Oatmeal, gran., fine standard		5 50
Rolled oats, 90 lbs.		4 10
Pearl Hominy		6 25
Cornmeal, Gold Dust Brand		3 90
Graham Flour, 98 lbs.		7 65
New Buckwheat Flour		6 75
Pot Barley		6 00
Pearl Barley		7 25
Beans, Ont.		4 25
Do., Can.		4 00
Do., California		3 75

Package Goods Unchanged

Montreal.

PACKAGE GOODS.—There is no change this week in package goods prices. The quotations are ruling steadily with perhaps package rolled oats and wheat a little weaker in view of the decline in their respective markets and the lower prices on bulk goods. There is, however, a very good demand for package cereals at the present time.

PACKAGE GOODS

Breakfast food, case 18		3 50
Cocoanut, 2 oz. pkgs., doz.		0 78½
Do., 20-lb. cartons, lb.		0 38
Corn Flakes, 3-doz. case 3 50 3 65 3 50		4 25
Corn Flakes, 36s		4 15
Oat Flakes, 20s		5 40
Rolled oats, 20s		5 80
Do., 18s		2 12½
Oatmeal, fine cut, pkgs., case		6 75
Puffed rice		5 70
Puffed wheat		4 25
Farina, case		2 35
Hominy, pearl or granu., 3 doz.		3 65
Health bran (20 pkgs.), case		2 50
Scotch Pearl Barley, case		2 60
Pancake Flour, case		3 60
Do., self-raising, doz.		1 50
Wheat Food, 18-1½s		3 25
Wheat flakes, case of 2 doz.		2 95
Oatmeal, fine cut, 20 pkgs.		6 75
Porridge wheat, 36s, case		7 30
Do., 20s, case		7 50
Self-raising Flour (3-lb. pack.) doz.		3 20
Do. (6-lb. pack.), doz.		6 30
Corn Starch (prepared)		0 11½
Potato flour		0 13
Starch (laundry)		0 09¾
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked bran, 12s		2 25
Enamel Laundry Starch, 40 pks. case		4 80
Celluloid Starch, 45 pkgs. case		4 70
Package Cornmeal		4 25
Malt Breakfast Food (36 pkgs.)		12 50

Lower Prices on Molasses

Montreal.

MOLASSES.—There is a decline this week quoted on molasses prices. This decline brings the price of molasses for the city of Montreal down to $1.35 a gallon and outside the city, $1.30 per gallon. This is a reduction of, in some cases, 5 and 7 cents per gallon. There is a very good demand for molasses at the present time in view of the Christmas trade. There is no change in the quotation on corn syrup, but in view of the lower prices on sugar it is not unlikely that still lower quotations will rule on corn syrup.

Corn Syrup—		
Barrels, about 700 lbs.		0 09
Half barrels, about 350 lbs.		0 09¼
Quarter barrels, about 175 lbs.		0 09¾
2 gal., 25-lb. pails, each		2 85
3 gal., 38½-lb. pails, each		4 25
5 gal., 65-lb. pails, each		6 85
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case		6 60
5-lb. tins, 1 doz. in case, case		7 45
10-lb. tins, ½ doz. in case, case		7 15
	Prices for Island of	Montreal
Barbadoes Molasses—		
Puncheons		1 35
Barrels		1 38
Half barrels		1 40
Puncheons, outside city		1 30
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case		6 00
3-lb. tins, 2 doz. in case, case.		8 25
5-lb .tins, 1 doz. in case, case.		6 80
10-lb. tins, ½ doz. in case, case		6 65

Walnut Prices Up Six Cents

Montreal.

NUTS.—There has been a big jump in the price of shell walnuts on the primary market this week. New York reports the advance as being six cents, which is a very quick come-back on the slump that there has been in walnut prices. The same is true of almonds, and in view of the big demand for the Christmas trade the whole nut market is very strong. Dealers report the trade in nuts to be even better than was expected and it is feared that present supplies will not be sufficient to meet the demand for this special season. The new local quotations are not yet made.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled	0 50	0 60
Do., Jordan		0 75
Brazil nuts (new)		0 38
Chestnuts (Canadian)		0 27
Filberts (Sicily), per lb.		0 18
Do., Barcelona	0 17	0 19
Hickory nuts (large and small), lb	0 10	0 15
Peanuts, Jumbo	0 30	0 33
Do., extra	0 16	0 19
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1		0 17
Do., salted, Java, per lb.	0 29	0 30
Do., No. 1 Virginia		0 14
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.		0 45
Fancy splits, per lb.		0 40
Pecans, new Jumbo, per lb.	0 29	0 30
Do., large, No. 2, polished	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo		0 60
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell		0 29
Marbot Walnuts		0 25
Do., new Naples		0 26
Do., shelled, Manchurian		0 50
Do., Bordeaux		0 58
Do., Chilean, bags, per lb.		0 33
Do., Spanish, shelled		0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Dried Fruit in Demand

Montreal.

DRIED FRUIT.—There is an exceptionally good market at the present time for dried fruit. Especially is this market good in view of the Christmas season and the demand is so much better than was expected that the importers

predict a shortage for the Christmas season. The next shipments will not be here in time to supply the trade for this season. Prices are much firmer. Raisins in particular are stronger, and a higher quotation is made on the supply of Sultana raisins. Currants, too, are stronger, and the demand is very good. The second shipment of dates is expected in New York next week, and buyers are waiting for this to reach the market, since it is known that these prices will be lower than present quotations.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 16
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 22	0 24
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16 oz.	0 25	0 27
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	....	0 27¼
Currants, loose	....	0 20
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2½s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Spice Market Unchanged

Montreal.

SPICES.—The spice market is holding steady with a very good demand. There is no change in quotations this week.

Allspice	....	0 20
Cassia (pure)	0 30	0 33
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 18
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	....	0 60
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 42
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 35
Do., white	....	0 45
Do., Cayenne	0 37	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 65
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Peanut Butter is Lower

Montreal.

MISCELLANEOUS.—There is a decline of 2 cents per pound on peanut butter this week. Quotations on peanut butter now range from 23 to 31 cents per pound according to brand. Klim milk products are also reduced in price to 24 cents in drums, and 28 cents in kegs. Fry's and Baker's cocoa are also reduced 8 cents per pound to 52 cents per pound. Baker's chocolate is again reduced to 47½ cents per pound.

A Better Tea Market

Montreal.

TEA.—There is very little change in the tea market. It is reported that about a million pounds of the very cheap teas that have been flooding the market lately have been bought up for the purpose of producing caffeine. If this is so it will hasten the re-establishment of the tea market. Japan teas are very strong, and in fact, the importations are the smallest that there has been for some years. Ceylon and Indian teas are stronger, and prices are steady for the better grades.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Lower Prices on Rope

Montreal.

ROPE.—There is a reduction this week of one-half cent per pound on all rope. The new prices run from 20½ to 25 cents per pound according to size.

Rice Market Very Dull

Montreal.

RICE.—The rice market continues in its unsettled condition. Prices vary considerably acording to the conditions under which the quotations are made. Standard quotations can hardly be given on rice at the present time.

RICE—		
Carolina, extra fancy	....	....
Do. (fancy)	....	....
Rangoon "B"	....	12 50
Rangoon "CC"	....	12 25
Broken rice, fine	....	8 00
Bell rice, fine	....	16 00
Bell broken rice	....	10 00
Texas rice	....	10 50
Siam	....	7 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras	....	0 07
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Canned Goods Unchanged

Montreal.

CANNED GOODS.—There is no change this week of note in canned goods. Prices are ruling steady with a good demand.

CANNED VEGETABLES		
Asparagus (Amer.) mammoth green tips	....	6 85
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	2 15	2 20
Beans, Refugee	2 15	2 20
Corn, 2s	1 57½	1 62½
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 45	1 50
Do., 2½s	1 75	1 80
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10

CANNED FRUITS		
Apricots, 2½-lb. tins	....	6 10
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 67½	1 77½
Do., gallons, doz.	5 25	5 50
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	....	3 50
2½-lb.	....	....
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	....	5 60
Do., 2-lb.	....	3 70
Greengage Plums, heavy syrup	....	2 90
Pineapples (grated and sliced), 2½-lb.	5 40	4 80
2-lb.	4 60	4 80
1-lb.	....	2 50
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 60
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Some Cocoa Prices Lower

Montreal.

COFFEE AND COCOA.—There is no change in the coffee market this week. It is generally known that another reduction is expected in prices on coffee but this will not be sufficient to upset the trade. Two manufacturers of cocoa quote a reduction of eight cents a pound on cocoa this week. This makes Baker's and Fry's cocoa now 52 cents per pound.

Lemon Prices Lower

Montreal.

FRUIT.—Lemons seem to be featur-

ing the market this week with lower prices quoted on account of the new crop coming on the market. Fancy Messina Verdilli lemons are offered this week in Montreal as low as $2.75 per box, size 300. This is a decided decline in prices for lemons of this quality. Oranges are quoted at fairly steady prices after the decline of last week, but it is expected that even lower prices will be quoted on Florida oranges since they came on the market at a time when oranges were being quoted very high. Apples are unchanged in price, there being a very good supply at hand, but the difficulty of getting containers and the high cost of the same is hindering the sale to some extent. There is a very good export market for apples this year.

Apples—		
Do., Fameuse, per bbl.	9 50	10 00
Do., Wealthy No. 1, per bbl.	....	7 50
Do., No. 2, per bbl.	....	7 00
Do., Alexander, per bbl.	6 00	6 50
Do., Greening	6 50	7 00
Do., Baldwin	6 50	7 00
Do., Russet	6 50	7 00
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messint	3 00	4 00
Oranges, Cal., Valencias	....	10 00
Do., 100s and 150s	....	10 00
Do., 176s and 200s	....	10 00
Cal. Oranges, 126-250	12 00	12 50
Oranges, Cal., Valencias	....	10 00
Do., Florida	....	8 00
Jamaica Oranges, 176, 200, 216	....	5 50
Pineapples crate	....	8 50
Pears, Keiffers, per hamper	....	3 00
Canteloupes, crate (45)	....	9 00
Tokay Grapes, per box	....	5 00
Blue Grapes, 6 qts.	....	0 55
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	9 00
Cranberries, per bbl.	....	14 00

Potato Market Stronger

Montreal.

VEGETABLES.—There are no price changes this week in the vegetable market. A very good movement is noted in onions at the present time, but prices are a little steadier than they were. At first the market was flooded with more onions than could be handled at the time but at present prices are fairly steady. The potato market shows more strength, and a further advance is looked for in the near future, since the present condition of potatoes on the market does not guarantee that the supply will last.

Beets, per doz.	....	0 25
Cucumbers, Montreal, per doz.	....	0 20
Cabbage, Montreal, doz.	0 50	0 65
Chicory, doz.	....	0 50
Carrots, doz.	....	0 25
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 60
Potatoes, Montreal (90-lb. bag)	1 40	2 40
Do., sweet, hamper	....	2 00
Spinach, box	....	0 75
Turnips, per doz.	....	0 40
Montreal Tomatoes, per box	....	2 50
Cauliflower, per doz.	....	0 90
Spanish Onions, per case	....	5 25
Yellow Onions, per cwt. bag	....	1 50
Red Onions, per cwt. bag	....	2 25

Flour Reduced Forty Cents

Montreal.

FLOUR.—Following the trend of the wheat market there is a reduction of 40 cents per barrel on wheat flour. This makes the price of flour, at the present time $12.10 per barrel. This is the general ruling price but some grades of flour are quoted a little lower than this. Just what the next move of the market will be depends entirely upon the strength of the wheat market. For some time wheat prices have been dropping and flour is now following but there is a likelihood that the wheat market will strengthen up with resulting stronger market for flour.

ONTARIO MARKETS

TORONTO, Nov. 26—Flour prices are reduced 40 cents per barrel. The flour market is in an irregular condition and the quotations are more or less nominal on account of the rapid changes in the wheat market. Dominion sugar appears to be making the price on refined sugar, but the other refiners are generally meeting their prices. Rolled oats are reduced ten cents per bag and the cereal market has a downward trend in view of the receding prices on grains. Prunes are easier with quotations three cents below opening prices. Raisin packers are practically cleaned up of this year's pack. Quotations are holding firm. Coffees continue with a downward trend and while prices on spot stocks are generally steady, there is a tendency for lower prices. The tea market is firmer. Canned vegetables are moving freely. Potatoes are easy under heavy shipments. The first shipment of navel oranges has arrived. Florida oranges and grapefruit are lower.

Sugar Quoted $11.00

Toronto.

SUGAR.—Locally, the refined sugar situation is very irregular. Refiners are not quoting prices and it is purely a matter of competition just at what figure sales are made. The general quotation by wholesalers, however, is $11 for granulated and $10.86 for yellow. Dominion sugar appears to be making the price but are met by other refiners who care to take the business. One refiner has withdrawn from the market. It is thought that prices are now running close to replacement value. Wholesalers and retailers continue to buy on the hand-to-mouth basis. The raw sugar market has shown a decided slump during the week with sales made on a five cent basis. Sellers of Cubas were offering at 4¾ cents c. & f., equal to 4½ cents in bond for full duty sugars, making duty paid equivalent to 5.77 cents New York basis.

St. Lawrence, extra granulated, cwt.	....
Atlantic, extra granulated	....
Acadia Sugar Refinery, extra granulated	....
Dom. Sugar Refinery, extra granulated	....
Canada Sugar Refinery, granulated	....

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, $1; No. 2, $1.10; No. 3, $1.20.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons 50/2s, 70c. Yellows same as above.

New Crop Molasses Short

Toronto.

SYRUPS—There is no change in either corn or cane syrups. The market is steady under a fairly active demand. The new crop Barbados molasses is reported to be short owing to the dry season and will probably not reach here until about the first of April. Prices are expected to be nearly as high as last year.

Corn Syrups —		
Barrels, about 700 lbs., yellow	....	0 08
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 15
Cases, 5-lb. tins, white, 1 doz. in case	....	6 85
Cases, 10-lb. tins, white, ½ doz. in case	....	6 55
Cases 2-lb. tins, yellow, 2 doz. in case	....	5 55
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 25
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 95
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	....
New Orleans, bls., gal.	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz. Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Rolled Oats Reduced

Toronto.

CEREALS.—Rolled oats show a reduction of 10 cents per bag, now quoted at $4.15. Marrowfat green peas are reduced to 7 cents per pound. The cereals market generally has a tendency for lower prices in view of the receding prices on grains. Wheat has declined fully 20 cents per bushel during the past two weeks. Oats and corn are also lower with indications that further declines will be made.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	7 75
Barley, pot, 98s	....	6 25
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	....	5 50
Do., fancy yellow, 98s	....	5 75

Oatmeal, 98s		5 00
Oat Flour		
Corn Flour, 98s		6 25
Rye Flour, 98s		6 25
Rolled Oats, 90s		4 15
Rolled Wheat, 100-lb. bbl.		7 75
Cracked wheat, bag		6 75
Breakfast food, No. 1		6 25
Do., No. 2		6 25
Rice flour, 100 lbs.		10 00
Linseed meal, 98s		6 75
Peas, split, 98s		8 40
Blue peas, lb.		0 10
Marrowfat green peas		0 07
Graham Flour, 98s		6 00
Whole wheat flour		5 85
Wheat kernels, 98s		7 35
Farina, 98s		6 20

Package Cereals Steady

Toronto.

PACKAGE GOODS. — Manufacturers of package cereals are of the opinion that package cereals have reached the lowest levels. They claim that the extreme high cost of packages will tend to keep these lines at their present levels and unless cases and cartons are reduced there can be no lower prices on package cereals.

PACKAGE GOODS

Rolled Oats, 20s, round, case	5 60	5 80
Do., 20s, square, case	5 60	5 80
Do., 18s, case	2 00	2 12½
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case		6 00
Do., 20s, family, case		6 80
Cooker Package Peas, 36s, case		3 60
Cornstarch, No. 1, lb. cartons		0 11½
Do., No. 2, lb. cartons		0 10
Laundry Starch		0 09¾
Do., in 1-lb. cartons		0 10¼
Do., in 6-lb. wood boxes		0 13¼
Do., in 6-lb. tin canisters		0 14
Celluloid Starch, case		4 70
Potato Flour, case 20 1-lb. pkgs.		2 60
Do., case 24 12-oz. pkgs.		2 30
Fine oatmeal, 20s		6 80
Cornmeal, 24s		3 70
Farina, 24s		3 50
Barley, 24s		3 50
Wheat flakes, 24s		6 00
Wheat kernels, 24s		5 40
Self-rising pancake flour, 24s		4 00
Buckwheat flour, 24s		4 00
Two-minute Oat Food, 24s		2 75
Puffed Wheat, case		4 40
Puffed Rice, case		5 70
Health Bran, case		2 85
F.S. Hominy, gran., case		3 70
Do., pearl, case		3 70
Scotch Pearl Barley, case		2 70
Self-rising Pancake Flour, 30 to case		4 20
Do., Buckwheat Flour, 30 to case		4 20
Self-rising Pancake Flour, 36 to to case		7 15
Do., Buckwheat Flour, 18 to case.		3 65
Do., Pancake Flour, 18 to case.		3 65

Spices Hold Firm

Toronto.

SPICES.—The situation in the spice market is unchanged. Quotations in both primary markets and on spot are holding steady to firm.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon		0 55
Cloves		0 65
Cayenne	0 35	0 37
Ginger, Cochin		0 35
Do., Jamaica		0 45
Mustard, pure		0 55
Herbs - sage, thyme, parsley,		
Pastry	0 35	0 38
Pickling spices		0 30
Mace		0 75
Peppers, black		0 33
Do., white		0 45
Paprika, lb.	0 80	0 85
Chillies, lb.		0 60
Nutmegs, selects, whole, 100s		0 55
Do., 80s		0 60
Do., 64s		0 70
Do., ground	0 40	0 50
Mustard seed, whole		0 25
Celery seed, whole		0 40
Coriander seed		0 20
Carraway seed, whole		0 30
Turmeric		0 22
Curry Powder		0 40
Cream of Tartar		
French, pure	0 65	0 75
American high-test, bulk	0 65	0 75
2-oz. packages, doz.		1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Prunes Are Easier

Toronto.

DRIED FRUIT.—Prunes are in a weak situation with quotations three cents lower than opening prices. Raisins are holding firm, packers are practically cleaned up, all stocks are now in the hands of the wholesalers. New cluster raisins are now on this market, 4-crown clusters in one pound packages are quoted at $800 per case of twenty packages; 3-crown in quarter boxes are quoted at $1.75. New Hallowee dates are quoted at 17 cents per pound. California Prune and Apricot Growers Inc. are placing a pitted prune on the market. Pitted prunes are packed in 25 and 50-pound boxes and will sell around 4 cents below the price of raisins. The first shipment for the Toronto market is now rolling and is expected to arrive in about ten days.

Evaporated apples		0 15
Candied Peels, American—		
Lemon		0 48
Orange		0 50
Citron		0 80
Currants—		
Greek, Filiatras, cases		0 17
Do., Amalias	0 18½	0 19
Do., Patras		0 22
Do., Vostizza		0 23½
Australians, 3 Crown, lb.		0 18
Dates		
Excelsior, pkgs., 3 doz. in case		5 25
Dromedary, 9 doz. in case		7 25
Fard, per lb.		0 30
Hallowee dates, per lb.		0 17
Figs—		
Smyrna layers, 4 crown, lb.		0 26
Do. layers, 6 crown, lb.		0 30
Pulled figs, 5-lb. box, each		1 50
Prunes—		
30-40s, 25s		0 25½
40-50s, 25s		0 23½
50-60s, 25s		0 19½
60-70s, 25s		0 16½
70-80s, 25s		0 14½
80-90s, 25s		0 12½
90-100s, 25s		0 11¾
Peaches		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots		
Fancy		0 46
Choice		0 42
Standard		0 34
Raisins		
California bleached, lb.		0 27½
Seedless, 15-oz. packets		0 29
Seeded, 15-oz. packets		0 28
Crown Muscatels, No. 1, 25s		0 26
Turkish Sultanas		0 26
Thompsons, Seedless		0 29
Valencia	0 23	0 25

Nuts Are Unchanged

Toronto.

NUTS.—There is no change in the market for nuts. New shelled almonds, 3-crown, are offered at 48 cents per pound in box lots. The market generally is holding steady although some jobbers continue to offer storage nuts in the shell at reduced prices.

Almonds, Tarragonas, lb.		0 22
Walnuts, Bordeaux, lb.		
Walnuts, Grenobles, lb.		0 23
Do., Marbot		0 22
Do., California	0 39	0 40
Filberts, lb.		0 14
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack		9 50
Cocoanut, unsweetened, lb. 6.		0 35
Do., unsweetened, lb.		0 42
Do., shred		0 30
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 48	0 55
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.		0 55
Peanuts, Spanish, lb.		0 17
Do., Chinese, 30-32 to oz.		0 13
Do., Java		0 14
Brazil nuts, lb.		1 20
Pecans, lb.		1 15

Coffee Market Unchanged

Toronto.

COFFEES.—Coffees continue with a downward trend and while the prices on spot stocks are generally steady and unchanged there is a tendency for lower prices in the near future.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.		
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaice		0 53
Mocha, lb.		0 55
Rio, lb.	0 35	0 37
Santo		0 42

Tea Market Firmer

Toronto.

TEAS.—The primary market for teas has developed a firm undertone on all grades. It has been said that teas generally have been marketed below the cost of production and the loss involved on the lower grades is exceedingly heavy; it is thought necessary that production should be curtailed until such a time as the abnormal stocks have been reduced and prices brought to a level which will at least cover the cost of production. If Russia again resumes buying anywhere near the amount purchased previous to the war, the effect on prices would be considerable.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Canned Goods in Demand

Toronto.

CANNED GOODS.—The canned goods situation has shown an improvement during the week. Wholesalers report that the enquiry has been heavier than it has been all fall. Early June peas are offered at $1.90 per dozen and sweet wrinkle at $2.25 per dozen. Aylmer yellow peaches in No. 2 tins are quoted at $3.50 per dozen.

Salmon—		
Sockeye, 1s, doz.		5 80
Sockeye, ½s, doz.		3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s		2 50
Choe, 1s, doz.		3 60
Do., ½s, doz.		2 00
Pinks, 1s, doz.		2 10
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.		1 72½
Peas, Standard, doz		1 75
Do., Early June, doz.	1 90	2 00
Do., Sweet Wrinkle, doz.		2 25
Beets, 2s, doz.	1 45	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.		2 00
Asparagus tips, doz.		5 50

Do., butts, doz.	....	6 60
Canadian corn	1 50	1 65
Pumpkins, 2½s, doz.	1 20	1 25
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., do.	....	4 75
Peaches, 2s, doz.	....	3 50
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 43
Black Currants, 16 oz., doz.	....	5 65
Do., 4s, each	....	1 50
Gooseberry, 4s, each	....	1 43
Do., 16 oz., doz.	....	5 35
Peach, 4s, each	....	1 25
Do., 16 oz., doz.	....	4 80
Red Currants, 16 oz., doz.	....	5 50
Raspberries, 16 oz., doz.	....	5 35
Do., 4s, each	....	1 45
Strawberries, 16 oz., doz.	....	5 55
Do., 4s, each	....	1 50

Potatoes Are Lower

Toronto.

VEGETABLES.—Potatoes continue to be the feature of the vegetable market. Receipts have been very heavy with prices again slightly easier. Produce men are not storing potatoes this year as in the past, with the result that when large shipments arrive prices tend easier. Quotations range from $2.25 to $2.40 per bag.

Cabbage, Can., per doz.	....	0 50
Parsley, domestic, per 11-qt. bask.	....	0 50
Carrots, per 75-lb. bag	....	0 75
Turnips, per 75-lb. bag	....	0 65
Parsnips, bag	....	1 25
Onions, 100-lb. sack	....	1 75
Do., Spanish, large crate	....	6 50
Potatoes, per bag	2 25	2 40
Sweet Potatoes, hampers	....	2 90
Celery, crates, 6 to 7 doz.	....	5 00
Hot house cucumbers, doz.	....	5 00
Hot House tomatoes, lb.	....	0 40
Mushrooms, 3-lb. bskt.	....	3 00
Cal. Head Lettuce, 4 doz. crate	....	6 50

First Navel Oranges Arrive

Toronto.

FRUIT.—The first car of navel oranges has arrived, quotations being $7.50 to $8.50 per case. Florida oranges are down 50 cents per case. Grapefruit is easier with prices lower. Emperor grapes in lugs are over for the season, but kegs are selling at $8.50, an advance of 25 cents. Cranberries are higher now, quoted at $8.00 per box.

Oranges, Floridas—		
126s, 150s, 176s, 200s, 216s	....	7 00
250s	....	6 75
288s, 324s	....	6 00
Cal. Navels, per case	7 50	8 50
Grapefruit—		
64s, 70c. 80s	....	5 50
96s, 126s	....	5 00
Bananas, Port Limons	....	0 11
Lemons, Cal., 240s	4 75	5 50
Do., Messinas, 300s	....	....
Pears, Oregon, per box	....	6 50
Grapes—		
California Emperors	....	....
Do., drums	....	8 50
Malagas, bbls.	11 00	15 00
Apples, Ontario—		
Spies, No. 1s	....	7 00
Spies, No. 2s	....	6 00
Baldwins, No. 1s	....	6 00
Baldwins, No. 2s	....	5 00
Greenings, No. 1s	....	6 00
Greenings, No. 2s	....	5 00
B. C. in boxes	....	3 85
Cranberries, ½ barrels	....	8 00
Pomegranates, half box	....	4 50

Flour Drops 40 Cents

Toronto.

FLOUR.—Quotations on flour declined 40 cents per barrel, first patents are now $11.80 per barrel and second patents $11.30. The flour market is in an irregular condition and prices are more or less nominal.

FLOUR—		
Patent Firsts, in jute bags, per barrel	....	11 80
Do., seconds, in jute bags, per barrel	....	11 30

Millfeeds in Demand

Toronto.

MILLFEEDS.—There is a good demand for millfeeds. Weather conditions have caused stock men to place cattle indoors and the feeding of millfeeds has become heavier. Quotations are unchanged.

MILLFEEDS—		
Shorts, per ton	....	45 25
Bran, per ton	....	40 25
Choice Middlings, ton	....	52 25

Honey Demand Quiet

Toronto.

HONEY.—There is no change in honey, the demand being steady to quiet.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
Honey, Extracted, white clover		
Ontario, No. 1, white clover, in 5 honey, in 60-lb. and 30-lb. tins, per lb.	....	0 25
and 10-lb. tins, per lb.	....	0 27

Chocolate Reduced

Toronto.

MISCELLANEOUS.—Fry's cocoa has been reduced to 52 cents per pound in halves. Cowan's cocoa is also reduced, the following being now the prices to the trade: Perfection cocoa ones, $5.90 per dozen; halves, $3.00 per dozen; quarters, $1.60 per dozen, and small, $1.15 per dozen. Supreme chocolate, half pound cakes, are now 45 cents per pound; maple buds and medallions are reduced to 49 cents per pound. Walter Baker's cocoa, halves, is reduced to 52 cents per pound; quarters, 54 cents, and fifths, 56 cents; Baker's sweat caracas chocolate is now 50 cents per pound; diamond, 43 cents, and dot, 53 cents. Le Parfait castile soap, boxes of 20 bars, is reduced to $4.60. Crisco is reduced one cent per pound.

WINNIPEG MARKETS

WINNIPEG, Nov. 26—The sugar market is practically unchanged. Beans are quoted at various prices and there appears to be considerable stocks that are of poor quality. Teas and coffees are unchanged. Canned goods are unchanged with the stocks held by both retailers and wholesalers reported much lighter than a year ago. New layer raisins are now on this market. Shelled nuts are firmer under a heavy demand.

No Change in Sugar

Winnipeg.

SUGAR.—The New York raw sugar market has shown a slight decline during the week. There is practically no change as far as the Winnipeg market is concerned. Granulated sugar is being quoted at $12.00 per cwt.

Syrups Are Steady

Winnipeg.

SYRUPS—Corn and cane syrups have shown no change since our last report, and it has been indicated by Canadian syrup manufacturers that there is not likely to be any further decline for some time.

CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 45
Cases, 5-lb. tins, white, 1 doz. in case	....	7 20
Cases, 10-lb. tins, white, ½ doz. in case	....	6 95
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 95
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 85
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 60
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 35
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	6 35
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz.	....	24 50
Pure, 10s, per case of ½ doz.	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Starches Remain Steady

Winnipeg.

STARCHES.—Starch is reported steady and from information to hand the present prices quoted are likely to remain unchanged for some time.

Cornstarch, 1-lb. pkgs., per lb.	....	0 10
Do., No. 1 quality, 1-lb. pkg.	....	0 11½
Gloss, 1-lb. pkgs., per lb.	....	0 12¼
Celluloid, 1-lb. pkgs., per case	....	4 85

Cereals Are Active

Winnipeg.

CEREALS.—The demand for package cereals is also reported fair. Beans are being quoted at various prices, some of these goods being offered are beans that have been held by speculators. Some of the lower prices quoted are undesirable stock.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons	4 75	6 00
Do., 36s, case, square pkts.	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	....	3 80
Puffed Wheat, 3 doz. case, case	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Cream of Wheat, 3 doz. case, case	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case	....	3 75
BULK CEREALS		
Rolled Oats, 80s, per bag	....	3 80
Do., 40s, per bag	....	1 97
Do., 20s, per bag	....	1 65
Do., 10-8s, per bale	....	4 65
Do., 15-6s, per bale	....	5 45
Oatmeal, 98s, gran. or stand., bag	....	5 50

Wheat Granules, 98s, per bag		7 30
Do., 16-6s, per bale		8 00
Peas, whole, green, 100-lb. bag, per bush.		4 75
Do., split, yellow, 98s, per bag		8 45
Do., split, yellow, 49s, per bag		4 35
Beans, fancy, hand picked, 100 lb. bag, bushel		4 55
Do., Lima, 100-lb. bag, per lb.		0 15¾
Barley, Pot, 98s, per bag		5 50
Do., pearl, 98s, per bag		7 00
Cornmeal, 98s, per bag		4 00
Do., 24s, per bag		2 05
Do., 10-10s, per bale		5 10
Buckwheat grits, whole, 98-lb. bags, per bag		10 50

No Change in Tea

Winnipeg.

TEAS.—The primary tea market for fine grade teas has shown a slight advance, but in Western Canada there is no great improvement and prices remain unchanged.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 43	0 50
Do., second quality	0 43	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 38	0 42
Broken Pekoe, first quality	0 52	0 60
Braken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Coffee Market Weak

Winnipeg.

COFFEE—The primary coffee market continues week. Coffee on the local market is moving a little more freely.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Snatos, lb.	0 42	0 44
COCOA—		
In 1-lbs., per doz.		6 80
In ½-lbs., pe rdoz.		3 40
In ¼-lbs., per doz.		1 75
In small size, per doz.		1 30

Spice Market Quiet

Winnipeg.

SPICES.—The spice market remains quiet and nothing of any notable interest has been received. The local market, however, remains steady.

Allspice, Jamaica, best quality, lb.		0 23
Cassia, Batavia, per lb.		0 38
Do., China, per lb.		0 25
Chillies, per lb.		0 55
Do., No. 1, per lb.		0 53
Cinnamon, Ceylon, per lb.		0 85
Do., No. 10, carton, doz.		1 00
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar, per lb.		0 75
Ginger, washed, Jamaica, No. 1.		0 65
Do., Jamaica No. 2		0 40
Do., Japan or Africa, lb.		0 30
Mace, extra bright Penang, lb.		0 80
Nutmegs, ex. large brown, 70 to lb., per lb.		0 70
Do., large brown, 85 to lb., lb.		0 65
Do., med. brown, 110 to lb., lb.		0 55
Do., carton of six, per doz.		0 80
Pepper, black, Singapore ex., lb.		0 36
Do., white, do., per lb.		0 60
Pickling, ¼-lb. pkg., per doz.		1 00
Do., bulk, No. 1, per lb.		0 28
GROUND SPICE.		
Allspice, bulk, per lb.		0 25
Do., No. 2, per lb.		0 25
Do., 2 oz. cartons		0 80
Do., 4 oz. cartons		1 20
Cassia, No. 1, bulk, per lb.		0 30
Do., No. 2, bulk, per lb.		0 25
Do., No. 1, 2 oz. cartons		1 00
Do., No. 1, 4 oz. cartons		1 50
Cinnamon, bulk, per lb.		0 45
Do., 2 oz. cartons		1 15
Do., 4 oz. cartons		1 75
Cloves, bulk, per lb.		0 80
Do., 2 oz. cartons		1 70
Do., 4 oz. cartons		2 75
Cayenne, No. 1, bulk, per lb.		0 40
Do., No. 1, 4 oz. cartons		1 75
Do., No. 1, 2 oz. cartons		1 20
Ginger, No. 1, bulk, per lb.		0 65
Do., No. 1, 2 oz. cartons		1 35
Do., No. 1, 4 oz. cartons		2 05
Do., No. 2, bulk, per lb.		0 45
Mace, No. 1, bulk, per lb.		0 85
Do., No. 1, 2oz. cartons		1 65
Do., No. 1, 4 oz. cartons		2 70
Nutmeg, No. 1, bulk, per lb.		0 50
Do., No. 1, 2 oz. cartons		1 25
Do., No. 1, 4 oz. cartons		1 85
Pastry spice, No. 1, bulk, per lb.		0 40
Do., No. 1, 2 oz. cartons		1 20
Do., No. 1, 4 oz. cartons		1 80
Pickling spice, No. 1, bulk, per lb.		0 38
White Pepper, No. 1, bulk, per lb.		0 49
Do., No. 2, Singapore, per lb.		0 47
Black peper, No. 1, bulk, per lb.		0 32
White pepper, No. 1, 2 oz. cartons		1 20
Do., No. 1, 4 oz. cartons		1 95
Black pepper, No. 1, 2 oz. cartons		0 95
Do., No. 1, 4 oz. cartons		1 60

Rice Market Weak

Winnipeg.

RICE.—The primary rice market is reported weak, due largely to the heavy crop in the southern states. Lower prices are looked forward to after the first of the year.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.		0 14¾
Do., 50-lb. sacks, lb.		0 14⅞
Siam, Elephant, 100-lb. bags		0 11½
Do., 50-lb. bags, lb.		0 11⅝
Sago, sack lots, 130 to 150 lbs., per lb.		0 10½
Do., in less quantities, lb.		0 11¼
Tapioca, pearl, per lb.		0 08¾

Canned Goods Steady

Winnipeg.

CANNED GOODS.—Canned goods prices are reported very firm on all lines in jobbers' hands. Generally speaking spot stocks in both wholesalers' and retailers' hands in Western Canada are estimated to be much lower than stocks held this time last year.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.		3 35
Do., ½s, 4 doz. case, doz.		6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.		8 60
Do., 2s, 8 oz., 2 doz. case, case		7 60
Pilchards, 1s, tall, 4 doz. case, case		7 35
Do., ½s, flat, 8 doz. case, case		10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case		22 00
Do., ½s, flat, 8 doz. in case		23 75
Red Spring, 1s, tall, 4 doz. case		15 75
Do., ½s, flat, 8 doz. case		16 25
Cohoe, 1s, tall, 4 doz. case		18 00
Do., ½s, flat, 8 doz. case		16 00
Pink, 1s, tall, 4 doz. case		9 50
Do., ½s, flat, 8 doz. case		11 00
Humpback, 1s, tall, 4 doz. case		8 60
CANNED FRUIT (Canadian)	Per case	
Apples, 6 tins in case, per case	3 00	3 85
Blueberries, 2s, 2 doz. case		7 15
Cherries, 1s, 4 doz. case	8 25	9 00
Lawtonberries, 2s, 2 doz. case		11 45
Peaches, 2s, 2 doz. case	7 00	7 65
Pears, 2s, 2 doz. case	8 30	9 00
Plums, Greengage, 2s, 2 doz. case		6 45
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case		5 05
Raspberries, 2s, 2 doz. case	10 50	11 00
Strawberries, 2s, 2 doz. case	9 75	10 00
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case		13 85
Peaches, 2½s, 2 doz. case		13 25
Peaches, sliced, 1s, 4 doz. case		15 00
Do., halved, 1s, 4 doz. case		15 00
Do., 2s, 2 doz. case		10 00
Pears, 1s, 4 doz. case		17 00
Pineapples, sliced, 2s, 2 doz. case	8 00	8 75
CANNED VEGETABLES	Per case	
Asparagus Tips, 1s, tins, 4 doz case, per doz.		2 75
Beans, Golden Wax, 2s, 2 doz. case		4 75
Beans, Refugee, 2s, 2 doz. case		4 75
Corn, 2s, 2 doz. case	3 80	4 20
Peas, Standard, 2s, 2 doz. case	4 00	4 40
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2½s, 2 doz. case		7 00
Pumpkin, 2½s, 2 doz. case		3 00
Sauer Kraut, 2½s, 2 doz. case		4 90
Spaghetti, 2 doz. case		2 15
Tomatoes, 2½s, 2 doz. case	4 00	4 60
Spinach, 2½s, 2 doz. case	6 75	7 25

Valencia Raisins Arrive

Winnipeg.

DRIED FRUIT.—The first shipment of Valencia raisins has arrived on the Winnipeg market. Two varieties layers, and selected, packed in boxes of 7-14 and 28 pounds. These are being quoted from 25 to 27 cents per pound. The association have withdrawn their quotation on one crown muscatels and Thompson's seedless bulk raisins. All other lines of dried fruit remain unchanged.

DRIED FRUIT		
Evaporated Apples, per lb.		0 18
Currants, 90-lb., per lb.		0 22
Do., 8 oz. pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.		0 20
Do., Tunis, bulk, lb.		0 26¾
Do., Package, 3 doz. case, lb.		0 15
Figs, Spanish, per lb.		0 15
Do., Smyrna, per lb.		0 23
Do., black, cartons, per carton		1 00
Loganberries, 4 doz. case, pkt.		0 35
Peaches, standard, per lb.	0 28	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	1.56	1.62
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton.		1 68
Prunes—		
30-40s, 25s, per lb.		0 28
40-50s, 25s, per lb.		0 26
50-60s, 25s, per lb.		0 23½
60-70s, 25s, per lb.		0 20¾
70-80s, 25s, per lb.		0 19
80-90s, 25s, per lb.		0 17
90-100s, 25s, per lb.		0 16¾
In 5-lb. cartons, per carton		1 25
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.		0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.		0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.		0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.		0 23
Cal., bulk, seeded, 25-lb. boxes		0 28
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.		0 23
Do., bulk., seedless, 25-lb. boxes, per lb.		0 27½
Apricots, choice, 25s, lb.		0 45
Do., 10s, lb.		0 47
Do., Standard, 45s, lb.		0 40
Do., choice, 10s, lb.		0 42
Do., fancy, 45s, lb.		0 50
Do., do., 10s, lb.		0 52

New Walnuts on Market

Winnipeg.

NUTS.—The shelled nut market this week shows a slightly firmer tone. New cracked Bordeaux walnuts halves are being quoted at lower figures. New crop almonds are expected very shortly and the prices of these are much lower than last year's prices. This is sure to create a heavy demand as the buying public will be using them in larger quantities. Spot stocks of all nuts have been practically cleaned up, which leaves the market in good shape for new arrivals. No. 1 Spanish peanuts show no change. There has been a drop of 3 cents a pound on shelled brazils and further decreases are expected as the price is considered too high in comparison with other varieties.

NUTS, SHELLED—		
Almonds, per lb.	0 50	0 54
Spanish Peanuts, No. 1, per lb.		0 17
Pecans, per lb.		1 10
Walnuts, per lb.		0 50
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb.		0 25
Almonds, per lb.		0 30
Filberts, per lb.		0 28

(Continued on Page 43.)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Nov. 25.—There are few changes in the market this week. Sugar dropped $1 per hundred. Granulated is now quoted at $11 and yellow at $10. Fresh eggs have advanced 5 cents per dozen now quoted at 80 cents. Canned peas have declined, now quoted at $1.92½ per dozen. Florida grapefruit is quoted at $7.25. Lemons are quoted at $9, an advance of $1 per case.

Flour, No. 1 patents, bbl.	....	15 25
Cornmeal, bags	....	4 25
Rolled oats, per bag	....	5 25
Rice, Siam, per 100 lbs.	....	11 00
Tapioca, 100 lbs.	....	15 00
Molasses (extra fancy Barbadoes)	....	1 39
Sugar, standard, granulated	....	11 00
Do., No. 1, yellow	....	10 00
Cheese, Ont., twins	....	0 28
Eggs, fresh, doz.	....	0 80
Lard, compound	....	0 25½
Lard, pure, lb.	....	0 31½
American clear pork, per bbl.	....	52 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 50
Hams, aver. 9-12 lbs.	....	0 43
Do., aver. 12-18 lbs.	....	0 43
Do., aver. 18-25 lbs.	....	0 41
Roll bacon	....	0 35
Butter, creamery, lb.	....	0 57
Do., creamery solids	0 61	0 62
Do., dairy, per lb.	....	0 53
Do., tubs	....	0 50
Raspberies, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 80
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	1 92½
Apples, gal., N.S., doz.	....	5 00
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated Apples, per lb.	....	0 17
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	1 90	2 00
Beans, white	....	4 50
Do., yellow eye	....	7 25
Bananas, lb.	0 10½	0 11½
Lemons, Cal.	....	9 00
Oranges, 100s	....	10 50
Do., 200s	....	11 30
Grapefruit, Florida, case	....	7 25
Apples—		
Kings, No. 1	....	7 00
Do., No. 2	....	6 50
Do., Dom.	....	5 55
Do., No. 3	....	4 50
Oats, per bush.	....	1 15

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Nov. 25.—Prices continue their downward trend on most lines. A 40 cents cut on flour brings the price down to $14.05 per barrel. Rolled oats dropped 50 cents, now quoted $10.50. Molasses declined 10 cents, now quoted $1.15 to $1.25. Another dollar drop in sugar prices brings granulated to $11.10 and yellow $10. Canned peaches declined 30 cents per case. The butter market is easier. Good supplies are noted in the fruit market and there is a general decline on some lines. Lemons are down $1 per case, now quoted $6 to $6.50. Grapefruit is $7 to $8 per case. Nova Scotia apples are $3.50 to $7 per barrel. Malaga grapes are $10 to $12 per keg, and Emperor grapes are $5 to $6 per crate. There is a plentiful supply of potatoes with prices unchanged.

Flour, No. 1 patents, bbls., Man.	....	14 05
Cornmeal, gran., bags	....	5 50
Cornmeal, ordinary	....	3 30
Rolled oats	....	10 50
Rice, Siam, per 100 lbs.	12 00	12 50
Tapioca, 100 lbs.	15 00	16 00
Molasses	1 15	1 25
Sugar—		
Standard, granulated	....	11 10
No. 1, yellow	....	10 00
Cheese, N.B.	0 29½	0 30
Eggs, fresh, doz.	....	0 80
Do., case	....	0 70
Lard, pure, lb.	....	0 31¼
Do., compound	0 22½	0 22¾
American clear pork	54 00	55 00
Tomatoes, 2½s, standard, case.	....	4 20
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 48	0 52
Butter, creamery, per lb.	....	0 65
Do., dairy	....	0 60
Do., tub	....	0 58
Peaches, 2s, standard, case	7 15	7 20
Corn, 2s, standard, case	....	3 60
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....
Potatoes, per bbl.	....	3 50
Sugar, standard, granulated	....	14 00
Do., No. 1, yellow	....	13 00
Lemons, case	6 00	6 50
Oranges, case	10 00	12 00
Bananas, lb.	....	0 13
Grapefruit, case	7 00	8 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Nov. 25.—Flour declined 40 cents per barrel, now quoted at $11.60. Bran and shorts are $5 per ton less this week. Rolled oats are down 45 cents per bale. Bon Ami powder advanced 30 cents per dozen. New California lima beans have arrived and are quoted at 11 cents per pound. Some brands of cocoa in tins are down 4 to 5 cents per pound. Twine and jams are easier. Rice is steady but lower prices are expected. Sugar declined 1 cent per pound. Prunes are lower.

Flour, first patents, bbl.	....	11 60
Do., second patents, bbl.	....	11 40
Beans, B.C.	7 25	7 50
Rolled oats, 80s	....	3 60
Rice, Siam	9 00	10 25
Japan, No. 1	10 00	12 50
Tapioca	8 00	9 00
Sago	8 00	9 00
Sugar, pure cane, gran., cwt.	....	13 52
Cheese, No. 1, Ont., large	0 31¼	0 32
Alberta cheese, twins	....	0 30
Do., large	....	0 29½
Butter, creamery, lb.	....	0 63
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s	....	18 60
Eggs, new laid, local, case	....	22 50
Do., storage, case	....	19 50
Tomatoes, 2½s, standard, case	4 30	4 60
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case	4 35	4 60
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case	9 75	10 40
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples evaporated 50s	0 18	0 20
Do. 25s, lb.	0 19	0 21
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	....	8 50
Prunes, 90-100s	0 10¾	0 11
Do., 70-80s	0 13¾	0 14½
Potatoes, local, ton	....	45 00

WINNIPEG MARKETS

(Continued from Page 42.)

Walnuts, per lb.	....	0 30
Pecans, lb.	....	0 30

No Change in Flour

Winnipeg.

FLOUR.—There has been no change in the flour market this week. The same conditions exist and retailers are buying just enough to meet their requirements.

Cawsava Melons Arrive

Winnipeg.

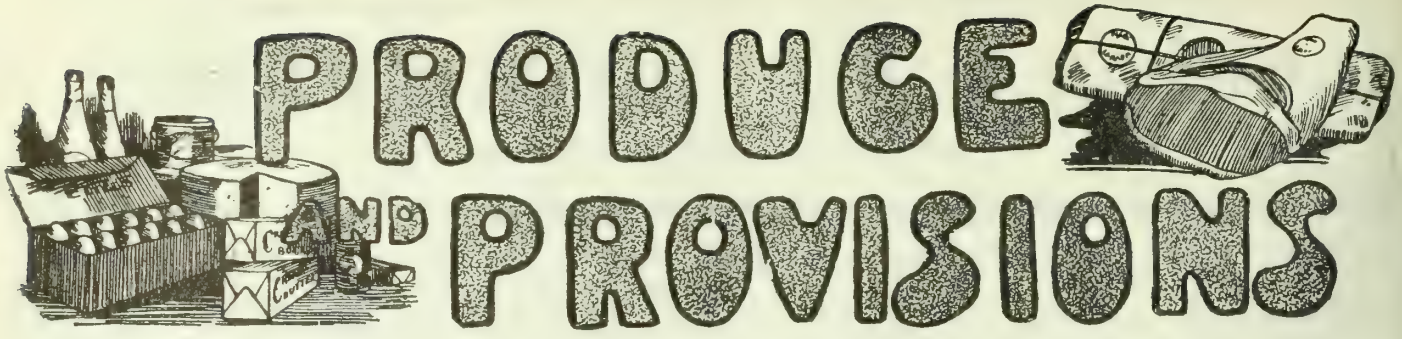
FRUIT.—The first shipment of Cawsava melons from California arrived on the market and are quoted at $5.00 per case. Spanish Malaga grapes have arrived and are being quoted t $16.00 per keg. Bananas are reported very scarce, while navel oranges are arriving fairly steady.

ORANGES—		
Navel, 176 and smaller, case	....	11.00
150s per case	....	10 50
125s, per case	....	10 00
Lemons, California, per case	7 00	7 50
FLORIDA GRAPE FRUIT—		
64-72s, 80s and 96s, per case	....	8 00
54s, per case	....	7 00
Bananas, per lb.	....	0 15
GRAPES—		
Emp. Grapes, in lugs, per lug	....	6 00
Do., per keg	....	10 00
PEARS—		
B.C. D'anjo pears, per case	....	6 50
Winter Nelles, per case	....	5 50
APPLES—		
B.C. Wagners, unwrap., per cs.	....	3 50
10 case lots, per case	....	3 25
McIntosh Reds, No. 1, per box	....	4 25
Wagners No. 1, per box	....	4 00
Delicious, No. 1, per box	....	5 25
Do, No. 2, per box	....	4 75
Ont. Spys, No. 1, per bbl.	....	9 50
Baldwins, No. 1, per bbl.	....	8 50

Vegetables Unchanged

Winnipeg.

VEGETABLES.—There is no change in the vegetable market this week. Potatoes remain firm and are being quoted at $1.75 in 10-bushel lots.



Govt. Inspection of Canned Salmon

B.C. Canners Are Anticipating Early Legislation, Believing That Some Method of Inspection by the Government Will Be of Great Assistance to the Whole Industry.

By Staff Correspondent Canadian Grocer

VANCOUVER (Special). — The British Columbia salmon canners are expecting that the Government will shortly have the necessary legislation enacted to permit of a Government inspection of canned salmon. This is something many of the canners have fought for for a long time. Men like F. E. Burke, of Wallace Fisheries, Ltd., and Mr. Short, in Digby, Nova Scotia, have been working on it for many years. Canadian Grocer has interviewed several representative canned fish operators to get their views as to what is needed. Naturally, each firm's opinion is based on what would suit them best, but the consensus of opinion is that some method of Government inspection will be of great assistance to the whole industry.

Inspection at Each Cannery

One packer states: "In our estimation inspection should be made at each cannery of the fish offered by the fishermen. The inspector should have authority not only to refuse a permit for the canning of the proffered fish at the cannery where he is stationed, but to order the fish condemned forthwith. Otherwise the fish can be hawked around till some place can be found where it can be slipped through. If the fishermen know that their catch is liable to be ordered destroyed, they will not bring fish that cannot pass inspection. We understand that the inspection of canned fish as proposed by the Government simply makes it optional. Fish that cannot qualify for a Government certificate will not be ordered destroyed and will therefore ultimately find their way into consumption. Inspection at the cannery would prevent any "off" fish being packed in the first place. The fact that the Government inspector's word was final would relieve all cannery foremen of responsibility, etc. They could neither be blamed by the fishermen for discrimination, nor by the cannery owners for any loss of time incident to a 'catch' refused."

Favor Canned Fish Inspection

The majority opinion of the largest packers, especially those with standard brands, favors the inspection of canned fish. As the case is stated by one packer: "Those who are now inspecting for British and foreign, as well as domestic buyers, could very well undertake inspection for the Government. They are experienced and incorruptible — their knowledge of canned salmon is unquestioned and their biggest asset is their integrity. As far as I have observed, the Government should be unable to get the type of men necessary for inspection of fresh fish at canneries for the short five months' term that they would be needed. The type of men needed could not be retained for only five months of the year—even should the Government pay them what they were worth—which they undoubtedly would not do. Inspectors at the canneries—if corrupt—would be the most serious menace that the industry could face. Instead of being a protection to the public, the buyer and the seller, the Government certificate would be so misleading as to make a proper use of it impossible for years to come. The presence of a poorly-paid inspector at the cannery might make the rest of the present cannery staff lax; it would relieve them of responsibility and permit them to 'pass the buck' in a way they cannot do now. If each packer, each foreman and each fish buyer, and fisherman, knew that if anything but the best fish were packed, a Government inspector could condemn the finished article with a total loss to the packer of cans, labor and all overhead in addition to the cost of the fish—there would be nothing questionable bought and packed."

Buyers Will Demand Certificates

"Even suppose," said this executive, "that inspection is optional—that while you may have a Government certificate if you wish—you don't have to, I'll warrant that canned salmon buyers both in Canada and abroad will make it imperative when they know that certificates can be obtained if required."

It is stated that the present well-organized private salmon inspectors would not care to undertake inspection for the Government, as their knowledge of this business is one of their main "stocks in trade" and their strongest leverage for obtaining business. One inspector states, however, that if the Gov-

(Continued on next page)

1920 SALMON PACK IS 200,000 CASES SHORT

Vancouver. — (Special). — The total figures of the British Columbia salmon pack are now available and show that the 1920 pack was about 200,000 cases short of the 1919 figure. The current year's pack totalled 1,177,000 cases.

A glance through the figures of this year and last show that the comparison of this year's pack with last in various grades is as follows:—

Sockeye, 18,000 cases less.

Red spring, 15,000 cases more.

White and pink spring, 6,000 cases less.

Blue backs, 16,000 cases less.

Steel-head or sea trout, 2,100 cases less.

Cohoe, 76,000 cases less.

Pink, 174,000 cases more (these run in cycles and 1920 was the big year).

Chum, 282,000 cases less than last year.

Salmon men say that the sockeye have practically all been sold. The red springs are pretty well absorbed by the demand; and the cohoes are about 60 per cent. disposed of. The pink, especially that packed up north, is of excellent quality—good color and firm.

Sells Only One Brand of Bacon

Wm. McQuitty, Welland, Ont., Believes That Establishing a Reputation for a Good Line of Bacon is Not Only Profitable, But Means a Good Deal to Other Trade—Good Equipment Also Helps Sales

SELLING only one brand of bacon is the policy followed by Wm. McQuitty, Welland, Ont., and he believes that it is possible to increase sales of bacon by purchasing one reputable brand, and building a reputation for it. Mr. McQuitty told Canadian Grocer on the occasion of a recent visit that his sales of smoked meats constituted a good share of his turnover, and by devoting some care and attention to the sale of these lines, he was of the opinion that the average grocer could make them very profitable.

Fifteen Sides of Bacon Weekly

"I sell on an average every week fifteen sides of bacon, from eight to ten cooked hams, and about half a dozen smoked hams," he added. "My customers know I carry only the one brand of bacon, and a great many people express a preference for it. There are persons who come here only for bacon, because I carry this particular kind. Others have come only to buy bacon, and afterwards became permanent customers. A reputation for a specially good bacon is one of the best advertisements a merchant can have. It will very often help his other trade in ways that he least expects."

Good Equipment Also Helps

Convenient equipment for the handling of meats also helps sales, according to Mr. McQuitty. He has a refrigerator counter in his store, that gives him a splendid opportunity to display his meats. For showing and keeping cooked meats it has many advantages, and Mr. McQuitty believes it is a real asset. "Being able to display cooked and smoked meats means much to their sale," Mr. McQuitty remarked.

"A meat slicer is also a factor in bringing business to this department," Mr. McQuitty replied in answer to a question of Canadian Grocer as to how it helped trade in these lines. "I have had my slicer now for some time, and certainly would not be without it. People like to have their bacon nicely sliced, and this is only possible with a slicer. The time that is saved is also a factor worth reckoning."

Eliminates Much Waste

Mr. McQuitty believes that a slicer eliminates a good deal of the waste that is often encountered in this department. Discussing the matter of disposing of the ends of bacon and hams, he stated that he did not endeavor to sell the ends for the same price as the better parts, but it was possible to slice down very close to the end, and then the balance he sold to certain customers at lower prices. Mr. McQuitty said that he preferred to do this rather than to dispose of them in any other way.

Peculiar Tendencies in Halibut

Halibut Is the Largest of the Species of Flat Fish and Is in Ever-Growing Demand — Is Chiefly Caught in the Pacific Off the Coast of Alaska

By D. B. Drysdale

HALIBUT, the largest of the species of flat fish is in ever growing demand.

Possibly the greater part of halibut marketed today is caught in the Pacific, off the coast of Alaska, and is marketed all over the continent of North America. As these fish are caught in sizes ranging from five pounds up to one hundred and twenty-five, and sometimes heavier than this, they are graded for market purposes.

A halibut weighing from five to ten pounds would be called chicken; from ten to eighty-five pounds as medium, and any weight over this as large halibut. Halibut like all other speci of natural history, is furnished with its own means of protection, being dark colored on one side and light colored or white on the other. This peculiarity comes into use when the fish are lying on the bed of the ocean. The white side being up, makes this invisible to their enemies. In Greenland the transparent membrane of the stomach is put through a curing process and used in place of glass.

Odd Situation in Frozen Halibut

A rather odd situation has developed this year in regard to frozen halibut. Lately the proportion of large halibut caught, compared with chicken and medium, has become so small that the large fish are commanding just as much per pound on the coast as the medium. This is caused by certain centres in the United States having educated their trade to this size that they are able to use practically the total production. Instead, therefore, of the large being 2 or 3 cents per pound less than the medium this year, the price is the same. Then, again, the production of chicken halibut has increased so enormously in proportion, and while recent years saw a difference of about 2 cents per pound, this year there is a straight cut of 6 cents per pound from the price of mediums to that of chicken. Chicken halibut are extra good value under these circumstances.

Once in a long while you may strike what is known as a jellied halibut. As it takes an expert to pick a fish in this condition without putting a knife into it, you should not become disgruntled over your find, as any wholesale fish house will gladly give a rebate on halibut in this state.

The last two weeks have shown a very strong demand for all kinds of fish. There does not seem to be any tendency for a decline in prices, as the fish business had its revolution two years ago when wholesale houses and produce houses all over the continent lost money running into millions of dollars. Today production seems fairly balanced with consumption.

GOVERNMENT INSPECTION

(Continued from Page 44)

ernment decided to appoint two or three qualified inspectors to act for the Federal Department, with authority to stamp their inspection certificates with the Government seal—those would be found who would act for the Government in this capacity.

Everything to Gain

One exporter stated some time ago: "For export business the value of a rigidly-enforced Government inspection cannot be exaggerated. From Mexico, and South America, the buyers invariably ask if a Government certificate can be obtained. The board of trade does undertake to grant certificates, and make an inspection, but this has very little weight with foreign buyers generally."

Several canners also express the hope that at no far distant date, the various varieties of salmon will also be graded, both as to color, firmness and general fancy quality. The Columbia River Chinook Salmon is graded now under three grades—fancy, standard, and fall. In summing up the situation, one of the most reliable packers stated: "For all reliable packers, with the best interests of the trade at heart, and the highest business ethics as their policy, there is everything to gain and nothing to lose by the most rigid inspection, careful grading, and a Government certificate accurately describing each lot for what it actually is."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Nov. 26.—Still lower prices are quoted this week on pork as a result of the very good supply of hogs being offered on the market. This decline shows throughout the pork market. There is no change in beef prices. Packers state that they are depending almost entirely upon Western cattle for their supply of beef. As a result of the lower prices on pork the lard and the shortening market show further weakness. Butter is unchanged but the receipts of creamery butter are smaller and this adds to the strength of the market. Eggs are holding very firm at the high prices with a very good demand. Although there is considerable weakness shown in the cheese market due to the export demand and the exchange situation, there is no change in local quotations. The storms of the past two weeks have cut down the supply of fresh salt water fish with the result that a little higher prices are quoted on haddock this week. There is a very good demand for oysters.

Weak Market for Shortening

Montreal.

SHORTENING.—The shortening market shows further weakness in sympathy with the lard market and in some cases lower prices are quoted. The quotations now given differ to a greater degree depending on quality and brand.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 21½
Tubs, 50 lbs., per lb.	....	0 22
Pails, 20 lbs., per lb.	....	0 22¼
Bricks, 1 lb., per lb.	....	0 24

Lard Market Still Weak

Montreal.

LARD.—Little improvement is shown this week in the lard market owing to the small local demand. The lard market is very weak, and although there is no definite change in quotations there is a wider scope of prices depending to a great extent on quality and brand.

LARD—		
Tierces, 360 lbs.	0 26	0 28½
Tubs, 60 lbs.	0 27	0 29
Pails, 20 lbs.	0 27½	0 28¾
Bricks	....	0 31

Creamery Butter Holds Firm

Montreal.

BUTTER.—There is no change this week in the prices quoted on butter. The demand for dairy butter and some grades of cheaper creamery butter has fallen off so that easier prices are being felt in these lines, but the general feeling of the market is that butter is holding very steady, in fact the receipts of the best creamery are not as large as they have been and this would suggest additional strength to the butter market.

BUTTER—		
Creamery prints, qual., new	0 54	0 55
Do., solids, quality, new	0 53	0 54
Dairy, in tubs, choice	0 49	0 50
Do., prints	....	0 50

Good Demand for Eggs

Montreal.

EGGS.—There is no change in the egg market this week. Prices are ruling the same as last week. The demand is still very good even at the advanced prices and there is every indication of even higher prices being quoted. Some quotations for strictly fresh eggs go as high as 90 cents per dozen.

EGGS—		
Strictly fresh	0 85	0 90
Selects	....	0 70
No. 1	....	0 60

Cheese Market Unchanged

Montreal.

CHEESE.—Although the cheese market as a whole is fluctuating with the exchange situation and the export demand there is no change in local quotations or the price on cheese for home consumption. The cheese quotations are remaining steady.

CHEESE—		
New, large, per lb.	....	0 28
Twins, per lb.	....	0 28
Triplets, per lb.	....	0 28
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	0 34	0 35
Quebec	0 28	0 29

Pork Prices Lower

Montreal.

FRESH MEATS.—There is a further decline in the price of hogs this week and as a result the decline follows throughout the pork market. There is a very good supply of hogs being offered to the packers, in fact almost too large to be handled by them. This, however, is not the case with the beef market, and the packers claim to be depending almost entirely upon Western cattle. Although this situation shows little change there is a decline of 1 and 2 cents a pound on the beef hind quarters. The price for hind quarters has remained high for some time and this change is simply an adjustment in the market.

FRESH MEATS

Hogs, live (selected)	0 16½	0 17
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	....	0 29
Fresh Pork—		
Legs of pork (foot on)	....	0 34
Loins (trimmed)	....	0 40
Bone trimmings	....	0 28
Trimmed shoulders	0 30	0 31
Untrimmed	....	0 28½
Pork sausage (pure)	....	0 25
Farmer sausage	....	0 20
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18

Fresh Beef—

(Cows)			(Steers)	
$0 16	$0 24	..Hind quarters..	$0 21	$0 29
0 10	0 14	..Front quarters..	0 10	0 16
0 24	0 34	..... Loins	0 30	0 42
0 16	0 26	..... Ribs	0 16	0 30
0 10	0 14	.... Chucks	0 10	0 16
....	0 20	..... Hips	....	0 22
Calves (as to grade)		.....	0 18	0 30

Cooked Hams Cheaper

Montreal.

BACON.—As a result of the decline of price in the pork market there are lower quotations given on many of the bacon quotations amounting to one and two cents per pound. There is also a decline of one cent per pound on smoked ham. This change is a result of lower prices throughout the pork market.

BACON—		
Breakfast, best	0 37	0 46
Smoked Breakfast	0 46	0 47
Cottage Rolls	....	0 38
Picnic Hams	....	0 33
Wiltshire	0 44	0 47½
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 38
Do., 14-20	....	0 38
Do., 20-25	....	0 32
Do., 25-35	....	0 29
Over 35 lbs.	....	0 28

Cooked Meats Unchanged

Montreal.

COOKED MEATS.—With the colder weather the demand for cooked meats has fallen off considerably and the packers are putting very little stress on this market. Quotations are unchanged.

Jellied pork tongues	....	0 45
Jellied pressed beef, lb.	....	0 36
Ham and tongue, lb.	....	0 42
Veal	....	0 35
Hams, cooked	0 61	0 68
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Barrelled Meats Quiet

Montreal.

BARRELLED MEATS.—The market for barrelled meats is very poor at the present time. Packers claim that the demand has fallen off so that they are now carrying large stocks on hand. The quotations for Canadian pickled pork are dropped $1 per bbl. The other quotations are unchanged this week.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	....	56 00
Clear fat backs (bbl.), 40-50 pieces	....	49 00
Heavy mess pork (bbl.)	....	39 00
Plate Beef	....	25 00
Mess Beef	....	23 00

Storms Affect Fishing

Montreal.

FRESH FISH.—The stormy weather on the Pacific coast has hindered fishing considerably and the local fish market has shown the effects in that the supplies of haddock are not so plentiful. There is also an advance in the price of this fish. Fish from the Eastern coast, however, is arriving in good supply. The biggest business at the present time in the fish market is being done in oysters since there is an exceptionally good demand for the same this year.

FRESH FISH		
Haddock	....	0 08
Steak cod	0 10	0 11
Market cod	....	0 07
Mackerel	....	0 18
Flounders	....	0 10
Live Lobsters	....	0 60
Salmon Cohoes	0 25	0 30
Shad	....	0 18
Gaspé salmon	....	0 40
Halibut	....	0 27
Gaspereaux, each	....	0 05
Whitefish	....	0 21
Lake Trout	....	0 21
Brook trout	....	0 50
Pike (dressed)	....	0 14
Perch	....	0 15
Fresh eels, per lb.	....	0 15
Fresh herrings, each	....	0 07
Doree	....	0 20
Fresh Herrings	....	0 06
Steak Pollock, dr. per lb.	....	0 07
FROZEN FISH		
Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	....	0 23
Mackerel	0 15	0 16
Pike, headless and dressed	....	0 14
Market Cod	0 06	0 06½
Sea Herrings	0 06	0 07
Salmon dr., Spring	....	0 28
Salmon, Cohoes, round	....	0 23
Salmon, Qualla, hd. and dd.	....	0 13
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Sardines, half barrel	....	6 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 50
Boneless cod (20), per lb.	0 16	0 20
SMOKED		
Finnan Haddie, 15-lb. box.	....	0 14
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35
BULK OYSTERS		
Standard, No. 1, can	....	3 00
Do., No. 3, can	....	8 75
Selects, No. 1, can	....	3 50
Selects, No. 3, can	....	11 00
Jars, 1 doz. box	....	6 50
Do., 2 doz. box	....	12 50

ONTARIO MARKETS

TORONTO, Nov. 26.—The produce and provision markets show an easier trend with quotations on most lines reduced. Heavy receipts of cattle at the Union Stock Yards were a feature during the week. Upwards of 11,000 cattle were received which was about 1,000 more than the previous week's heavy receipts. Prices are down 50 cents per hundred. Live hogs show a tendency to firmness under light receipts, packers being unsuccessful in bringing down prices, although they still continue to send out quotations at a lower figure than present quotations. Both pork and beef cuts have declined one to five cents per pound. Prices on smoked hams and bacon are down one cent per pound in view of the declines in the hog market. Some lines of cooked meats are reduced but for the most part quotations are unchanged under a seasonable demand. The butter market continues with an easy trend with prices on the best grade down one cent. New laid eggs are very scarce, not sufficient arriving to meet the demand. Storage eggs are being drawn on for local consumption. The cheese market is dull with prices down one half cent. There is an easy condition in shortening and prices are reduced one cent per pound. Margarine is down one cent on the best grade. Fish is arriving in good supply under a brisk demand. Poultry receipts have been heavy during the week.

Fresh Pork and Beef Lower

Toronto.

FRESH MEATS. — Heavy runs of cattle almost every day were the feature at the Union Stock Yards during the week. Upward of 11,000 cattle were received, which was about 1,000 more than the previous week's heavy receipts. This resulted in a depressed condition in the market with a break in prices of 50 cents per hundred. If the receipts continue heavy there is likely to be a further decline, but once the grass cattle is cleaned up and choice grades are offered for the holiday trade, prices are likely to move up. Live hog quotations, which have been on the down grade for the past few weeks have shown a tendency to firm up, packers being unsuccessful to bring down prices on account of the light receipts Live hogs are holding at $16.50 to $16.75 on the fed and watered basis, but packers continue to send cut quotations for this week at $15.75 on the fed and watered basis.

Dressed hogs are down $1 per hundred and fresh pork cuts are one to five cents per pound lower. Fresh beef cuts are lower by one cent per pound. Dressed calves and spring lamb are also down one cent per pound.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	23 00	25 00
Live, off cars, per cwt.	16 50	16 75
Live, fed and watered, per cwt.	16 25	16 50
Live, f.o.b., per cwt.	15 25	15 50
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 33
Loins of pork, lb.	....	0 44
Fresh hams, lb.	....	0 34
Tenderloins, lb.	....	0 65
Spare ribs, lb.	....	0 21
Picnics, lb.	....	0 24
New York shoulders, lb.	....	0 28
Boston butts, lb.	....	0 35
Montreal shoulders, lb.	....	0 29
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 21	0 24
Front quarters, lb.	0 12	0 15
Ribs, lb.	0 22	0 28
Chucks, lb.	0 13	0 16
Loins, whole, lb.	0 25	0 35
Hips, lb.	0 17	0 22
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 24	0 27
Spring lamb, lb.	0 24	0 26
Sheep, whole, lb.	0 12	0 18
Above prices subject to daily fluctuations of the market.		

Smoked Meats Lower

Toronto.

PROVISIONS.—Following the recent declines in the hog market quotations on smoked hams have declined two cents per pound. Smoked bacon is down one to two cents per pound. Barrel pork is holding at unchanged quotations.

Hams—		
Small, 6 to 12 lbs.	....	0 43½
Medium, 12 to 20 lbs.	....	0 43
Large, 20 to 35 lbs. each, lb.	....	0 39½
Heavy, 25 to 35 lbs.	....	0 33
Heavy, 35 lbs. and upwards	....	0 30½
Backs—		
Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 59	0 63
Rolled, per lb.	0 66	0 69
Bacon—		
Breakfast, ordinary, per lb.	0 45	0 46
Breakfast, fancy, per lb.	0 48	0 56
Breakfast, special trim	....	0 60
Roll, per lb.	....	0 35½
Wiltshire (smoked sides), lb.	....	0 39½
Wiltshire, three-quarter cut	....	0 43½
Wiltshire, middle	....	0 45½
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 30
Do., av. 80-90 lbs.	....	0 28
Clear bellies, 15-30 lbs.	....	0 31½
Fat backs, 10 to 12 lbs.	....	0 24
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess Pork, 200 lbs.	....	38 00
Short cut backs, 200 lbs.	54 00	55 00
Pickled rolls, bbl. 200 lbs.:—		
Lightweight	....	66 00
Heavy	....	60 00
Above prices subject to daily fluctuations of the market.		

Some Cooked Meats Lower

Toronto.

COOKED MEATS.—There is a seasonable demand for cooked meats. Prices on boiled shoulders are down one cent per pound. Jellied ox tongue is also down one cent, now quoted at 65 cents per pound. Other lines are unchanged as listed below.

Boiled hams, lb.	0 63	0 66
Boiled shoulders	....	0 53
Head cheese, 6s, lb.	....	0 17
Choice jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 56
Ham bologna, lb.	....	0 20
Large bologna, lb.	0 17	0 18
Above prices subject to daily fluctuations of the market.		

Butter Prices Drop One Cent

Toronto.

BUTTER.—The butter market continues with an easy trend. Quotations on the best grade creamery are down one cent per pound, now quoted at 58 cents and the lower around 54 cents.

BUTTER—		
Creamery prints	0 54	0 58

Egg Prices Continue to Soar

Toronto.

EGGS.—The egg market continues to hold firm with prices again advanced. New laids are very scarce and are quoted at 90 cents per dozen, but very few are offered. On the local farmers' market this grade is retailing at $1 to $1.20 per dozen. Storage eggs are being heavily drawn on for local consumption. Seevral cars of United States storage eggs arrived during the week for the local trade.

EGGS—		
Selects	....	0 76
No. 1	....	0 68
New-laid in cartons	....	0 90
Prices shown are subject to daily fluctuations of the market.		

Cheese Down Half Cent

Toronto.

CHEESE.—The cheese market continues quiet with prices down one half cent per pound. Large cheese is quoted at 26½ cents per pound, twins are one cent higher than large, and triplets 1½ cents higher than large.

CHEESE—	
Large, per lb.	0 26½

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Lard Market Steady

Toronto.

LARD.—There is no change in the lard market with prices holding steady.

LARD—	
1-lb. prints	0 30
Tierces, 400 lbs.	0 27

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Shortening Down One Cent

Toronto.

SHORTENING. — Shortening prices are again reduced this week. One pound prints are now 24 cents, and on the tierce basis 19½ cents. Crisco is also reduced one cent per pound, now quoted 29½ cents in ones and threes and 29½ cents in sixes and nines. The shortening market continues weak in view of the easier and lower prices on cottonseed oil.

SHORTENING—	
1-lb. prints	0 24
Tierces, 400 lbs.	0 19½

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Margarine Down One Cent

Toronto.

MARGARINE.—The best grade of margarine has been reduced one cent per pound during the week, now quoted at 35 cents. One brand of nut margarine is also reduced one cent per pound. The demand is steady.

MARGARINE—		
1-lb. prints, No. 1		0 35
Do., No. 2		0 35
Do., No. 3		0 30
Nut Margarine, lb.	0 32	0 35

Fish in Brisk Demand

Toronto.

FISH.—There is a brisk demand for all varieties of fish and prices are well maintained. Fresh whitefish is plentiful with a heavy enquiry noted. Smoked haddie, fillets, bloaters and ciscoes are selling well. Oysters are in a better demand since the cooler weather.

FRESH SEA FISH		
Cod Steak, lb.	0 11	0 12
Do., market, lb.		0 09
Haddock, heads off, lb.		
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 18	0 19
Do., mediu m	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	0 09	0 10
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 17	0 18
Fall Salmon	0 10	0 11
Oysters—		
No. 1 tins		4 20
No. 3 tins		12 30
No. 5 tins		20 00
Glass jars, doz.		6 50
Shell Oysters—		
600 count, per bbl.		20 00
800 count, per bbl.		18 00
FROZEN FISH		
Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 12
Flounders	0 10	0 11
Pike, round		0 08
Do., headless and dressed		0 09
Salmon, Cohoe		0 23
Do., Red Spring		0 28
Sea Herring	0 07½	0 08
Brill	0 10	0 11
SMOKED FISH		
Haddies, lb.	0 12	0 13
Fillets, lb.		0 18
Kippers, box	2 25	2 75
Bloaters		3 00
Boneless Digbys, box		2 00
Bundles, Digby		1 20
Ciscoes, lbs.		0 22
Salmon Snacks, lb.		0 24
PICKLED FISH		
Labrador Herrings, kegs, 100 lbs..		6 50
Do., bbl., 20 0lbs.		12 00
Do., pails, 20 lbs.		2 25
Salt Mackerel, 20-lb. kit		3 25
Holland Herrings, Milchers		1 35
Do., mixed		1 25
DRY SALT FISH		
Quail on Toast, 24 pks. to case, lb.		0 16
Shredded Cod, per box		2 40
English Strip Cod, 30-lb. box		6 00
Imperial Strip Cod, 25-lb. box, lb.		0 15
Skinless Cod, 100 lbs., lb.		0 15

Poultry Receipts Heavy

Toronto.

POULTRY.—The receipts of poultry have been heavier during the week with the quality improving. Packing for storage is now general and large quantities are going into the coolers. Prices are unchanged.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	-$0 35	-$0 43
Roosters	- 0 17	- 0 20
Fowl, over 5 lbs.	- 0 28	- 0 30
Fowl, 4 to 5 lbs.	- 0 23	- 0 27
Fowl, under 4 lbs.	- 0 16	- 0 20
Ducklings	- 0 28	- 0 30
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live.	- 0 25	- 0 30

Prices quoted to retail trade—

	Dressed	
Hens, heavy	0 30	0 32
Do., light	0 26	0 28
Chickens, spring	0 30	0 35
Ducklings	0 30	0 35

WINNIPEG MARKETS

Hog Prices Decline

Winnipeg.

FRESH MEATS.—The hog market has shown a weaker tone and selected hogs are being quoted at $14.75 to $15 per 100 lbs. There is no change of price in fresh pork cuts. Fresh beef remains unchanged.

HOGS—		
Selected, live, cwt.	14 75	15 00
Heavy, cwt.		11 75
Light, cwt.	11 50	13 75
Sows, cwt.		8 00
Fresh Pork—		
Legs of pork, up to 20 lbs., lb..	0 26½	0 33½
Spare ribs, lb.		0 23½
Loins of pork, lb.	0 43	0 46
Fresh hams, lb.	0 27	0 35
Picnics, lb.		0 27
Shoulders, lb.	0 29	0 33
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 24
Front quarters, lb.	0 10	0 13
Whole carcass, good grade, lb.	0 11	0 18
Mutton—		
Choice, lb.		0 15
Lambs—		
Choice, 30-45 lbs., lb.		0 23

Cooked Meats Unchanged

Winnipeg.

COOKED MEATS.—There has been no change on cooked meats and business is reported fairly good.

Hams, best quality, skinned, lb.		0 65½
Do., roast, lb.		0 65½
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins		0 22
Jellied Beef, Tongue, lb.		0 66
Jellied Pork Tongue, lb.		0 61½
Baked Luncheon Loaf, lb.		0 28

Bacon Scarce

Winnipeg.

PROVISIONS.—Bacon is still reported scarce. Smoked hams remain unchanged and the demand for these commodities is fairly active.

8 to 16 lbs., per lb.		0 45½
16 to 20 lbs, per lb.		0 42½
Boneless, 8 to 15 lbs., per lb.		0 50½
Skinned, 14 to 18 lbs., per lb.		0 46
Do., 18 to 22 lbs., per lb.		0 44
BACON—		
Backs, 5 to 12 lbs., smoked		0 66
Do., 12 to 16 lbs., smoked		0 64
Do., 10 to 14 lbs., skinned and peamealed		0 63½
Do., 4 to 10 lbs., sliced		0 66
Cottage rolls, boneless		0 41½

Butter Market Steady

Winnipeg.

BUTTER.—Although butter advanced 2 cents a pound last week it has taken a decline and is now being quoted at 60 cents a pound. Creamery butter is in good demand while the dairy butter situation remains unchanged.

BUTTER—		
Creamery, best table grade		0 60
Dairy, best table grade		0 50
Margarine	0 37	0 39

Lard Prices Steady

Winnipeg.

LARD.—Lard and shortening have shown no change during the week and the following quotations are given:

Pure lard, No. 1, quality, per lb. (in tierces of 400 pounds.)		0 30
Do., wooden pails, 20-lb. pails..		6 50
Shortening, wooden pails, 20-lb. pails, per pail		5 10
Shortening, tierces of 400 lbs., per lb.		0 23

Eggs Are Higher

Winnipeg.

EGGS.—The egg market is very firm and advanced 3 cents per dozen during the week. Fresh farm eggs are now quoted at 70 cents per dozen, with fresh candled eggs at 63 cents. Fresh country eggs are very scarce, and practically all shipments are being taken from cold storage stocks.

Cheese Firmer

Winnipeg.

CHEESE.—Cheese is reported firmer. Ontario shipments are now practically over, due to the frosty weather. Manitoba cheese remains scarce.

CHEESE—		
Ontario, large, per lb.		0 29½
Do., twins, per lb.		0 29¾
Manitoba, large, per lb.		0 30
Do., twins, per lb.		0 31

Turkeys Arriving Freely

Winnipeg.

POULTRY.—Poultry receipts during the week have been very heavy. Turkeys have been arriving very freely and the demand is exceptionally good. Ducks and geese are arriving slowly.

Roosters, dressed, lb.		0 28
Chicken, dressed, lb.		0 38
Chicken, milk fed, lb.		0 44
Fowl, dressed, lb.		0 34
Ducks, lb.		0 35
Turkeys, lb.		0 50

Fish Trade Brisk

Winnipeg.

FISH.—Shipments of fresh halibut, lake herring, pickerel and whitefish are expected on the market this week. Bulk and shelled oysters are in good demand. The demand for crabs and live lobsters is also reported good.

With the approach of the

Christmas Season

You Should Feature Prominently

DAVIES'

Mince Meat

With the prevailing high cost of dried fruits and spices the housewife will hesitate before making her own Mince Meat this year. She will be more than likely to buy prepared Mince Meat.

Davies' Mince Meat is made from selected apples, dried fruit, spices, suet and other pure ingredients, and it has all the rich, delicious, fruity flavor of real home-made Mince Meat.

A real quality line, that can be featured all through the winter—beginning from now on. Let us ship you a tryout order.

Write us for prices, or ask our salesman the next time he calls.

THE WILLIAM DAVIES COMPANY LIMITED

Toronto

MONTREAL HAMILTON



Why do so many Grocers Feature

Brunswick Brand Sea Foods

—Because these incomparable SEA FOODS, through their high standard quality, have won the confidence of Canadian women.

—Because their cost is low and their wholesome flavor and purity can be depended upon.

—And lastly because of their ability to keep rapidly moving through every season of the year, grocers find them a highly profitable line to handle.

When preparing your Xmas displays be sure and feature these popular FISH FOODS. Their convenience and wholesomeness (being ready cooked) make them ideal for preparing dainty sandwiches, salads, etc., at Christmas and during the following social season.

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Winnipeg Representative:

Chas. Duncan & Son, Winnipeg, Manitoba

MARIGOLD



MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

"EASIFIRST"

the package that moves!





When you specify Easifirst Shortening you are making sure that it will not stay long on your shelves. Easifirst is the package that moves—that also moves the profits your way.

More than this, the quality of Easifirst makes satisfied customers—customers who come back for more.

Get in on this profitable line. Place an order now.

Phone Junction 3400

Gunns LIMITED
WEST TORONTO

1920 Christmas Window Contest

FOR a number of years Canadian Grocer has held a Christmas window contest to encourage good window dressing. This year the policy will be continued but the prizes offered are double the amount of previous years.

It may be that the merchant himself will not care to enter the contest. In that event any clerk of the store is at liberty to enter a photo of the store's window. The real essential of a window display is its selling value, and that is not necessarily a matter of elaborate display.

Entries will be judged first on their selling value.

Second, on their novelty of idea or arrangement.

Third, on their general attractiveness.

The contest is divided into two classes, in order that the merchant in smaller places will not feel that he is placed at a disadvantage.

CLASS A

Towns and Cities Under 10,000 Population

1st Prize $10.00
2nd Prize 5.00
5 Prizes of $1.00 each.

CLASS B

Centres Over 10,000 Population

1st Prize $10.00
2nd Prize 5.00
5 Prizes of $1.00 each.

A description of the make-up of the window should accompany the entry. Photos where possible should be 5 x 7 or larger. Address all entries to

The Contest Editor, Canadian Grocer
143-153 University Ave., Toronto

Old English Xmas Pudding (Basins and Moulds)

MINCEMEAT
LEMON CURD

SAUSAGES (All kinds.)
PIES (Genuine Melton Mowbray.)

Price Lists and further Particulars :—

Tebbutt & Co.

London Offices:
45, Chancery Lane, London, W.C. 2.
Also—
A. C. Chapman, 93 Durocher St., Montreal

"Established upwards of a Century."

The Works, Melton Mowbray.

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS



Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

The J. H. Hanson Co., Ltd.
244 St. Paul St. West MONTREAL



SALT PLANT, WINDSOR, ONTARIO

SATISFY CUSTOMERS

Housekeepers appreciate the qualities of

WINDSOR TABLE SALT
(For general use)

and

REGAL TABLE SALT
(Free-running—Sold in cartons)

Farmers of experience will always ask for

WINDSOR DAIRY SALT

Successful cheesemakers know the value of

WINDSOR CHEESE SALT

Made in splendid up-to-date plant, every product of the Canadian Salt Company is noted for quality.

The Canadian Salt Co., Ltd.
Windsor, Ontario

It grows—and grows—and grows—does the demand for H.P. SAUCE

Be ready to meet it—be progressive—be wide awake. If you don't supply H.P. "the other fellow" will; probably he'll soon be supplying a good many other things, too, for once she knows the goodness of H.P. SAUCE, she's more than ever certain to take care she gets it again.

THE MORAL IS VERY SIMPLE—AND VERY SOUND

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

H.P. SAUCE



If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you

DOMINION SALT CO., Limited, SARNIA, Canada

Manufacturers and Shippers

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$8 00
Reindeer Brand, small, each 48 cans	9 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario

Wheatgold Breakfast Cereal

Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50
5-lb. tins, 1 doz. in case	7 15

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches
Laundry Starches

Boxes—	
40-lb. Canada Laundry	$0 09¾
100-lb. kegs, No. 1 white	0 10¼
200-lb. bbls., No. 1 white	0 10¼
40-lb. Edwardsburg Silver Gloss 1-lb. chromo pkgs.	0 11¾
40-lb. Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	4 70

Culinary Starch

4 lbs. W. T. Benson & Co.'s Challenge Corn	0 10
(Prices in Maritime Provinces 10c per case higher.)	
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 13
(20-lb. boxes ¼c higher, except potato flour.)	

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 11½
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Argo Corn Starch, 1 lb. packages	0 10
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 13
(20-lb. boxes ¼c higher, except Potato Flour)	

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 15
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55
20-lb. tins, ¼ doz. in case	6 00
Barrels, about 700 lbs.	0 08
Half barrels, about 350 lbs.	0 08¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	$5 55
5-lb. tins, 1 doz. in case	6 25
10-lb. tins, ½ doz. in case	5 95
(5, 10 and 20-lb. tins have wire handles.)	

GELATIN

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

MAGOR, SON & CO., LTD.

INFANTS' FOOD

	Doz.
Robinson's Patent Barley—	
1-lb.	
½ lb.	
Robinson's Patent Groats—	
1-lb.	
½-lb.	

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.C.F., 1-lb.	
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25
	Doz.
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1 24
Bobs, 12s	1 18
Currency, 12s	1 18
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 36
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 26
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 34
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 26
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 50
Old Virginia, 12s	1 13
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

Thousands upon thousands of orders

have poured in upon us for our Brown Label Tea which we reduced 15 cents a pound on November 8th.

From the many congratulatory letters we

have received we gather that the trade is appreciative of the full guarantee that is part of every "Salada" sale and we feel free to ask your practical co-operation in the future

"Turnover" (the secret of successful trading) will be greatly increased

by the new low price of 55 cents retail for this sterling-value tea

IF YOUR ORDER HAS NOT YET REACHED YOU IT SHORTLY WILL.

SOME DELAY HAS BEEN UNAVOIDABLE ON ACCOUNT OF THE SUDDEN RUSH.



TO PROTECT YOUR INTERESTS WE HAVE ADVISED THE PUBLIC OF THE DELAY.

DO NOT PART WITH YOUR 70c. TEA UNTIL THE NEW 55c. TEA ARRIVES.

SALADA BROWN LABEL

COSTS YOU **45c. lb** RETAILS FOR **55c. lb**

Money-Saving Information

"The most useful information contained in any paper I get"—so a Western banker writes in to-day's mail, renewing his subscription for FINANCIAL POST.

"Very often," his letter goes on to say, "I am called on to suggest investments for small amounts, sometimes as low as a few hundreds, and I find your Investors' Inquiry Service a reliable partner to consult. If every investor knew there was such a service at his call it would surely lessen the losses of many of these people."

The Investors' Inquiry Service fills just that need. Unless you are perfectly sure of your investments, write us before you buy.

It costs FINANCIAL POST subscribers nothing to be sure before placing hard-earned savings in stocks that may never have a chance of paying dividends.

Trained service men will give you the benefit of keen analysis based on the facts behind the securities you are considering. This is one of many features enjoyed by our readers.

143 University Avenue **THE FINANCIAL POST** TORONTO Canada

Send me for one year (52 issues) The Financial Post. I attached $5.00. Commence at once.

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

Sales Office
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

Sales Office
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.

Demand
Windmill

(*Registered Trade Mark*)

Barbados Super-Fancy
Molasses

YOUR wholesaler can supply you with "Windmill" Brand or can get it for you very quickly. He may be stocked up with other grades and try to switch you. If so, telegraph your order direct.

When you buy "Windmill" you not only buy the best Barbados molasses, but you buy a service that will not only increase your molasses sales, but will also increase your business in general, as it has done with every one of our distributors.

As soon as you display the "Windmill" Barbados sign in your store, notifying your customers that you have it in stock, you will attract 90 per cent. of the molasses business in your town to your store.

Get in line with the ever-increasing number of "Windmill" distributors, and if you are unable to obtain it through your wholesaler, send us your order direct and we will make drop shipment, and pass it through him.

Order to-day for the Christmas trade. It will be a business-getter all winter. Telegraph at our expense.

Pure Cane Molasses Company of Canada, Limited, Montreal

Also at St. John, N.B. (Address nearest office)

THERE'S NO VERMIN IN DOMINO



Insist on Domino or Jack Frost Package Rice. You would if you could see the roaches, flies, mice, rats and germ-laden dust that gather in bulk rice. It is protected from the mill to your store by modern sanitary precautions. They contain the best quality

CAROLINA AND BLUE ROSE RICE

There are no other package rices just as good. You can prove it yourself by examining their beautiful selected grain, white as now.

RALPH GOLDSMITH CO., New Orleans, La.

Canadian Agent: C. C. Mann, Board of Trade Bldg., Toronto

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.

OWEN SOUND - - ONTARIO

S & M

The Cream of Chocolates

Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes

TURKISH DELIGHT S.&M. Brand

The most delicious European Confections
Packed in wooden 10 lb. boxes
WRITE US FOR PRICES
Sole Canadian Distributors

Dominion Sales Company
229 Notre Dame Street West

Our Agents:

Samuels, Carney & Dickie, Halifax, N.S.
Reliance Agency, St. John's, Newfoundland
L. E. Whittaker, St. John, N.B.
Chadwick & Co., Toronto, Ont.

WHEN WRITING TO ADVERTISERS PLEASE MENTION CANADIAN GROCER

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box	0 95
Victory Bars, 24 in box, 60 boxes in case, per box	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes	....
6c pyramid packages, 4 doz. in box	....
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.
The Waxtite Line

Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, Ltd.

14 Bleury St., Montreal.

XXX Self-Rising Flour, 6 lbs. packages, doz.	$6 10
Do., 3 lbs.	3 10
Superb Self-Rising Flour, 6 lbs.	5 90
Do., 3 lbs.	3 00
Crescent Self-Rising Flour, 6 lbs.	6 00
Do., 3 lbs.	3 05
Brodie's Self-Rising Pancake Flour, 1½ lb. pkgs., doz.	1 60

To get business you must go after it. Others do it through this paper —why not YOU?

Pineapple

In canned fruits, pineapple is one of the most popular that is packed. The Singapore kind, while not quite as fine in quality as the Hawaiian, is a very good article, some much better than other. We can offer you the finest we have ever seen, good bright syrup, and tender fruit, put up in one and one-half pound flat tins, which are usually sold over the counter as twos.

Fancy Singapore Pineapple, Cases 4 doz. 2.85 doz.

Rice

We have for prompt shipment the following ;

Fancy Blue Rose, 100s, 11½

Fancy Honduras (Carolina Seed), 100s, 12½

To arrive in about 10 days

Fancy Blue Rose, 100s, 10½

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

CARVER'S
TONIC SALTS

A Combined Nerve Tonic and Blood Purifier

Contained in neat, attractive tin — good for effective window show.

These salts are not just the usual effervescing refreshers but contain active medicinal qualities.

They purify and stimulate the liver and digestive organs.

A good line to market, showing a handsome profit.

Address enquiries to your usual wholesaler or direct to



JOHN CRAMPTON & CO., LTD.
Manchester, England **Est. 1849**



Feature "King Oscar" Sardines during the social season and suggest them for making delicious, appetizing, dainty sandwiches for afternoon teas, etc. It will pay you well.

KING OSCAR SARDINES

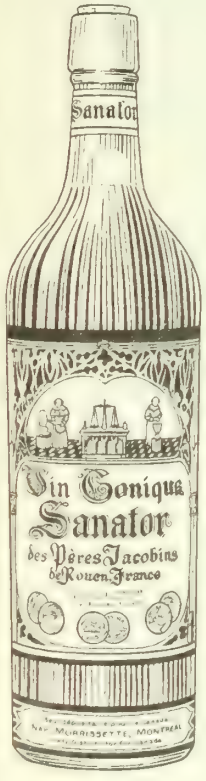
The finest flavored, highest grade sardines on the market. They are packed in pure olive oil from the best, selected sardines caught in the cool waters of Norway.

You can highly recommend them to your better class of trade and know that their tempting, wholesome flavor and quality will always insure repeat orders.

YOUR DEALER CAN SUPPLY YOU.

Canadian Agents:

John W. Bickle & Greening
Hamilton, Ontario



Vin Tonic

Sanator

a genuine Tonic for

Invalids

Known the World over

Send your orders direct to

Nap. Morrissette
18 Cartier Square
MONTREAL



Let "Marsh's" Beverages Boost Your Christmas Trade

The all year 'round delicious drinks that are served at *Fall, Winter* and *Christmas* functions.

We make Unfermented Port, Grape Juice, Black Cherry Wine, and Raspberry Vinegar. You will find a good profit in handling these beverages.

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.
Agents for Ontario, Quebec and Maritime Provinces
The McLaren Imperial Cheese Company, Limited
Toronto and Montreal

Seasonable Arrivals

Extra Fancy
Florida Oranges and Grapefruit

Extra Fancy
California Oranges and Lemons

New Hallowee Dates

New Crop Nuts

LET US HAVE YOUR ORDERS

The House of Quality

Hugh Walker and Son Limited
Established 1861
GUELPH, ONTARIO

California Navel Oranges

Our first car arrived Monday last, followed by another last Thursday. Quality and Color good.

We are now booking Xmas Orders for Navel and Florida Oranges.

Lemons, Pineapples, Grapes, Nuts, Dates, Holly
and a host of other seasonable lines

Remember the experience of past seasons. You make no mistake in placing your entire business with us.

Early Deliveries Best Goods
Right Prices

WHITE & CO., LTD.

Headquarters Fancy Xmas Fruits
TORONTO

N. B. Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG



'O.K.' SAUCE

FINALITY IN FRUIT SAUCE
as palate pleasure and true digestive

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J.W. Gorham & Co.

The Service that Counts

To Manufacturers

Think of your business—

Now think of all the news appearing in the newspapers of Canada and United States relating to your business.

Now imagine that news coming to your desk promptly, regularly—do you not see advantages and opportunities in a service of this kind?

We supply many customers with important news and they find it saves them time—often money, and keeps them in touch with all that is going on in their line of business.

When writing for rates let us have some information on your business and we can then outline a service that will benefit your whole organization.

Canadian Press Clipping Service

143-153 UNIVERSITY AVE., TORONTO

INDEX TO ADVERTISERS

A

Acadia Sugar Refinery 18
Arnett, Thos. Lewis 14

B

Bain & Co., Donald H. 12
Belgo-Canadian Trading Co..... 16
Berg & Beard 64
Bickle & Greening, John W... 60
Borden Co. 1
Brennan, H. C. 15
Brodie & Harvie, Ltd. 20

C

Canada Produce Co. 16
Canadian Salt Co., Ltd..... 53
Chadwick & Co. 15
Channell Chemical Co. .....
Inside front cover
Charms Co. 6
Clark Ltd., W. 4
Clayoquot Sound Canning Co... 11
Climax Baler Co. 16
Connors Bros. 50
Cowan Co. .....Back cover
Crampton & Co., Ltd., John.. 60
Cressy, John R. 63

D

Davies & Co., Wm. 49
Diamond Dyes 8
Dominion Canners Ltd..... 32, 33
Dominion Confectionery Co.... 58
Dominion Salt Co. 54
Donaldson-Phillips Agencies.... 11
Duncan & Son, C. 12
Dunn, Albert 16

E

Eckardt & Co., H. P. 59
Eddy Co., Ltd., E. B. 8
Edgett Ltd., W. H. 11
Escott Co., Ltd., W. H. 14
Estabrooks Co., Ltd., T. H. 19
Eureka Refrigerator Co., Ltd. . 10

F

Fairbanks Co., N. K. 9

G

Gaetz & Co. 16
Goldsmith Co., Ralph 58
Griffiths & Co., Itd., Geo. W.... 12
Gunns Ltd. 51

H

Hanson & Co., J. H. 53
Hargraves Ltd. 15
Hay, A. H. M. 16
Hill, Newton A. 15

I

Imperial Grain & Milling Co... 10
International Commercial Agency 16
Imperial Tobacco Co....Front cover

J

Johnson-Lieber Mercantile Co. 11

K

Kidd, T. Ashmore 15

L

Lambe, W. G. A. 15
Lachaine, Geo. D. 16
Langley, Harris & Co., Ltd... 3, 15
Leonard Fisheries Ltd. 18
Lemon Bros. 58

M

McLaughlan, J. K. 15
McLay Brokerage Co. 12
Macdonald Reg., W. C. 57
Mackenzie, W. L. 12
Maclure & Langley 3, 15
Magor, Son & Co., Ltd..... 20
Mann & Co., C. A. 63
Maple Tree Producers 17
Marsh Grape Juice Co. 60
Mason & Co., Ltd., Geo..... 61
("O.K." Sauce)
Mathieu & Co., J. L. 9
Mickle, Geo. T. 11
Midland Vinegar Co. 58
("H.P." Sauce)
Minto Bros. 7
Moore & Co., R. M. 63
Morris & Co. 51
Morrisette, Nap. 60
Mowat & McGeachie 12
Mueller Co., Ltd., The Chas.... 63

O

Oakey & Sons, Ltd., John 11
O'Donnell & Co., John J. 15

P

Patrick & Co., W. G. 15
Pennock & Co., H. P. 13
Pritty Ltd., John 11
Pure Cane Molasses Co. 57

R

Red Rose Tea 19
Richardson & Green 12
Rock City Tobacco Co..... 19

S

Salada Tea Co. of Canada, Ltd. 55
Sarnia Paper Box Co..... 63
Scott-Bathgate Co., Ltd..... 14
Shepherd-Mott Co. 16
Sherer Gillett Co..Inside back cover
Smith, K. 16
Smith Brokerage Co., The..... 16
So-Clean, Ltd. 63
Spratt's Patent, Ltd. 10
St. Arnaud Fils Cie 16

T

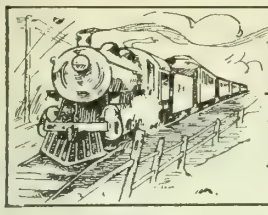
Tebbutt & Co. 53
Toronto Pottery Co., Ltd..... 63
Toronto Salt Works 63
Trent Mfg. Co. 63

V

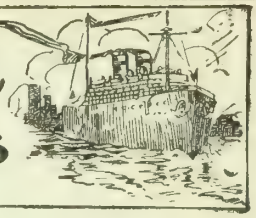
Vincentelli & Co. 63

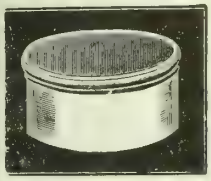
W

Wagstaffe Ltd. 5
Walker & Son, Hugh 61
Wallace Fisheries, Ltd..... 10
Watson & Truesdale 13
White & Co. 61
White Cottell's 63
Wiley, Frank H. 12
White Swan Spices & Cereals Co. 7
Windsor & Co., J. W. 17
Whittall Can, A. R. 56
Williams Storage Co. 13
Woods & Co., Walter 61



BUYERS' MARKET GUIDE
Latest Editorial Market News





STONEWARE JARS

as Food Protectors are needed in every home.

Place your order early.

The Toronto Pottery Co
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited

Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.

Waterloo - - Ontario

A. F. VINCENTELLI & CO.
ANTWERP (BELGIUM)
The oldest Corsican Candied Peel and Fruit Manufacturers
CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

Information

We can keep you posted with all daily news and business Tips.

Canadian Press Clipping Service
143-153 University Avenue, Toronto

NEW CROP MOLASSES WILL BE SHORT

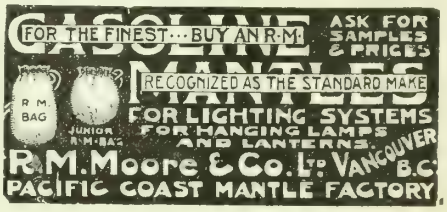
The following is an extract from a letter recently received from Barbados on the molasses situation: "As a result of the unusual deficient rainfall this year the cane crop of the Island is in a very backward condition and even although rain may fall from now on, it would be altogether too late to make up for the ground already lost, and without in any way wishing to be pessimistic I have no hesitation in stating that the 1921 output of both sugar and molasses will be much below the average of previous years, while reaping must of necessity be later than usual."

These one-inch spaces only $2.20 per insertion if used each issue in the year.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577



The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk pickles, Mincemeat, etc.



CRESSY'S
CONCENTRATED FOOD FLAVORING EXTRACTS
Made from the purest ingredients. Many times stronger than Government standard. — Specify Cressy's when ordering Extracts.
John R. Cressy Co., 523 King St. W., TORONTO

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

POSITION WANTED BY MAN OF 28, WITH eight years' experience in retail groceries. Capable of management, good references. Box 396, Canadian Grocer, Toronto.

FIRST-CLASS GROCER DESIRES POSITION in good store. A1 vocalist and bandsman. Best References. Box 404, Canadian Grocer, 153 University Ave., Toronto.

SITUATION WANTED—AS CLERK OR SALESman, in the Province of Ontario, by smart young man having eight years' experience in general store business. Can give best of references. Full information at Box 402, Canadian Grocer, 153 University Ave., Toronto, Ont.

Opportunities are offered every week on this page.

Are you making use of them?

FOR SALE

FOR SALE—STORE WITH PROPERTY COMplete. Good stock. On Grand Trunk, 10 miles south of Penetang. Good schools, churches, etc. Widow with young child reason for selling. Apply E. M. Firth, Wyeville, Ont.

FOR SALE—A QUANTITY OF BUTTER, EGGS, and poultry each week, good grade. Apply Box 201, Uxbridge, Ont.

FOR SALE—GENERAL STORE STOCK. EIGHT thousand. Will rent or sell property. Good farming country. Clay industry. First-class location for future business builder. Write owner. Box 1, Willows, Sask.

AGENCIES WANTED

FOR FOOD PRODUCTS, CONFECTIONERY, etc. For the Province of Nova Scotia. Best reference. Nelson J. Amirault, broker in fish, insurance, forwarding and selling agent. Grant's Block, Yarmouth, N.S.

AGENCY WANTED—A RELIABLE, EXPERIenced salesman calling on grocery and lumber trade in City of Sault Ste. Marie and vicinity open for agencies that do not conflict with lines handled. Box 406, Canadian Grocer, 153 University Ave., Toronto, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

When writing to Advertisers kindly mention this paper.



RID-OF-RATS

Patented, is Non-Poisonous and can be used anywhere without risk of killing house pets or injuring human beings. Eight years on the market. If your dealer doesn't carry it, send direct to the manufacturers

THE BERG & BEARD MFG. CO., 100 Emerson Place, Brooklyn, N.Y.

Price $1.80 per doz. boxes; $1.00 per lb. (Discount quoted upon request)

We also manufacture a very effective Gopher Exterminator

Waste is a Business Disease

Sell Food By Weight

Don't Waste Space
Don't Waste Merchandise
Don't Waste Time

Sherer Counters Eliminate Waste

Why Not Own This Counter?

It Will

Improve your store's Appearance—
And save you Time—Space—Merchandise
and

Money!

They allow you to use your waste counter space for clean display and storage of profit paying bulk goods.

They stop sampling, spilling and deterioration.

They save you countless steps every day. Everything is under your hand, where it should be.



Patented

Sherer-Gillett Co.

Dept. 57

Guelph - - Ontario

Cut out coupon and get full information!

SHERER-GILLETT CO.
Guelph, Ont. Dept. 57

Send us your late 1920 catalogue and terms.

Name . . . . . .

Town . . . . . .

Province . . . . . .

COWAN'S COCOA IS POPULAR

Our Cocoa sales have increased tremendously this winter. What about yours?

The Reasons are

First—We are giving Canadian people the cocoa they enjoy. Consequently they ask for more.

Second—With food prices high, the nourishment in Cowan's Cocoa is of vital importance. It is food and drink.

Third—Our comprehensive advertising campaign has made Cowan's Cocoa a household word.

Fourth—There is a distinct tendency amongst all classes to favor Canadian made goods when they give quality.

Are you reaping the benefits of this popularity? Popularity of our product means profit for you.



Cowan's Cocoa is equally good for drinking and cooking purposes. Booklets of Cowan's Cocoa recipes (sent in 100 lots on request to dealers handling our product) are appreciated by customers.

The Cowan Co., Limited
Toronto

"MADE IN CANADA"

CHRISTMAS SELLING SUGGESTIONS EXPORT NUMBER

CANADIAN GROCER

Members of the Associated Business Papers Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, DECEMBER 3, 1920 No. 49

AROMINTS

We are increasing Aromint production, and we are increasing our advertising. Prepare for a bigger business than ever in AROMINTS — the solid mint with the "different" flavor. Order to-day.

5 Flavors—
Peppermint Wintergreen Cinnamon
Clove Licorice

[Canadian Distributors:]

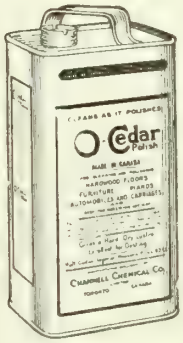
OLIVER-LEE, LIMITED
95-97 King Street East, Toronto, Canada

Also Distributors of Aromint's Cough Drops
The Aromint Mfg. Co., Limited
Toronto, Canada



Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

TWO TO ONE



There was a time, not long ago, when one of anything was considered sufficient. Dealers never gave thought to selling more than one of an article at one time to a customer.

Nowadays two or more of anything or everything, from a spare tire to a dozen cakes of soap, has been found to be good business both from the dealer's and the customer's viewpoint.

This good sense and efficiency has spread to the kitchen and most housewives realize the advantage of keeping an extra bottle of *O-Cedar Polish* on the shelf. It saves a housewife the annoyance of finding herself out of O-Cedar Polish in the midst of her work, and having to lose time sending for more.

Suggest two bottles to a customer — or two cans. They will appreciate your advice. You'll appreciate the extra profit.







CHANNELL CHEMICAL CO.
LIMITED
TORONTO

CANADIAN GROCER, published every Friday. Yearly subscription price, $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.

For Christmas Baking and Candy-making suggest

Borden's

ST. CHARLES MILK

"With the cream left in"

Urge your customers to try their Christmas Baking and Candy-making the **ST. CHARLES** way and the improved, rich, creamy flavor produced will make them steady users of this thoroughly sterilized, rich, pure milk to which nothing has been added—just a portion of the water removed and **the cream left in.** You can also truthfully tell them that its continued use will materially "cut the cost of cooking."

Write for free display material and ST. CHARLES Recipe Books to give your customers.

The Borden Co., Limited

Montreal



Borden's Products—
Eagle Brand Milk
St. Charles Milk



Borden's
ST. CHARLES
Brand Milk
"With the Cream Left in"

Reindeer Coffee
Reindeer Cocoa
Malted Milk

The FAMILIAR RED & BLUE TIN



THE familiar red and blue tin of Bowes Mince Meat is going to play an important part in the Christmas trade of grocers throughout the country. Without question, Bowes Mince Meat is the most popular and profitable line of mince meat offered to the trade.

Get your stock in shape NOW. Your jobber will look after your rush orders promptly.

BOWES COMPANY, LIMITED
TORONTO - - - CANADA

Manufacturers of Quality Food Products



Clark's Spaghetti

With Tomato Sauce and Cheese

Delicious eating. Reasonable in cost.
Display it. It sells itself.

Clark's Corned Beef

The Favourite for Cold Lunch

Let your customers know you have it.
They want it in the pantry.





Clark's Pork & Beans

With Tomato, Chili or Plain Sauce

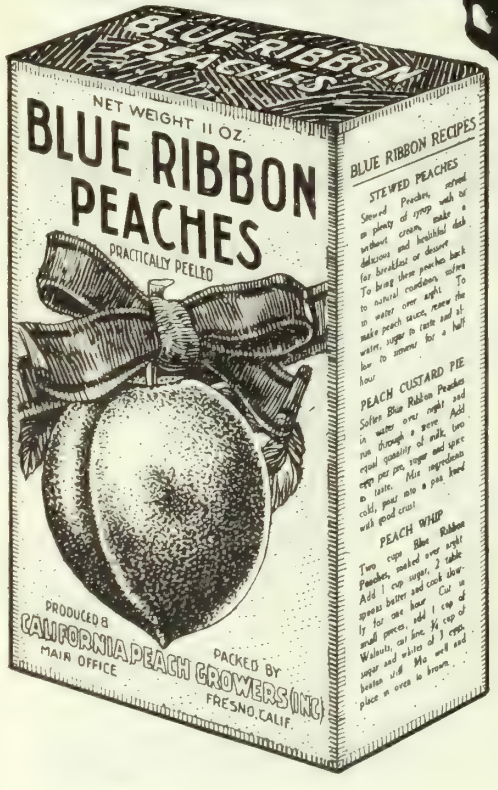
Just as good as ever.
Just as popular, and
Just your best seller

Made in Canada - - By Canadians

W. Clark, Limited - Montreal

FINE GROCER





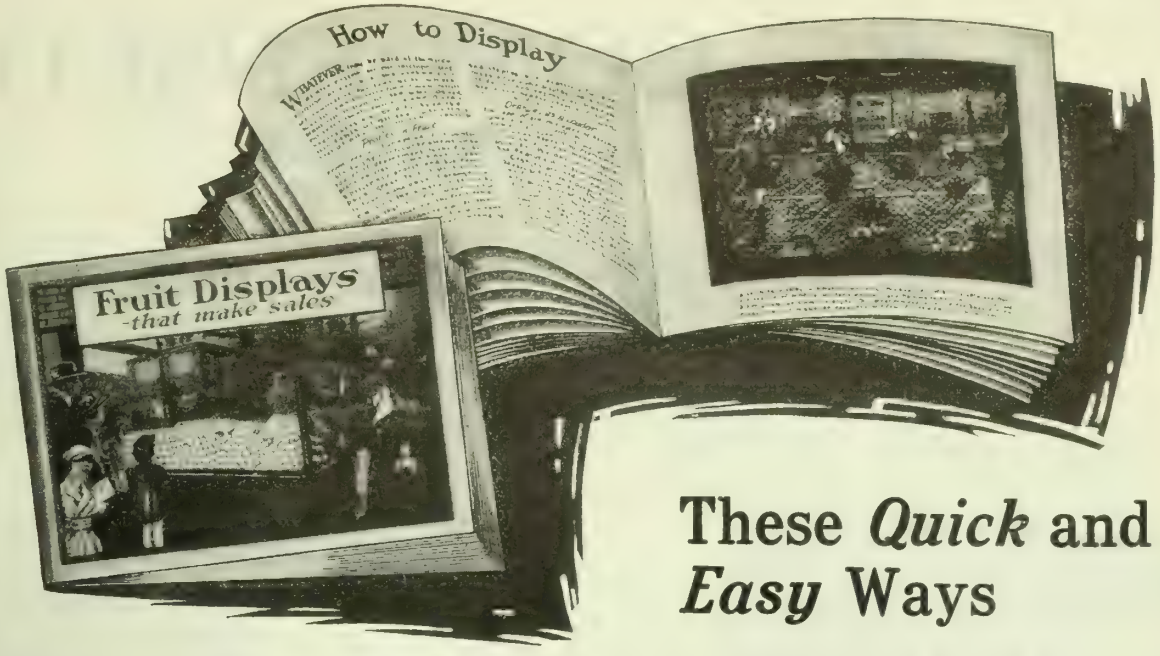
LOOK! there are those *Blue Ribbon Peaches* we saw advertised in the National Magazines

Blue Ribbon Peaches are easy to sell because the housewife recognizes them from the national advertising and knows that they differ from ordinary dried peaches, in that the fuzz and much of the peeling has been removed by a thorough washing and brushing process, which leaves the fruit bright in color and attractive, as well as wholesome and economical.

Make a window display of BLUE RIBBON PEACHES in packages to remind the women readers of magazines that you can supply their demand.

It pays to buy dried peaches in packages for there is no shrinkage to charge off. You lose 5% in shrinkage on bulk peaches. Save this and give your customers better quality in a clean and sanitary way.

CALIFORNIA PEACH GROWERS INC.
Main Office Fresno, California · Over 6500 Members



These *Quick* and *Easy* Ways

To Display Fruit

Ought to Help Your Business Every Day

OUR new booklet is just off the press. It contains a dozen money-making fruit displays used by leading retailers in many cities. You see here the *actual* photos of *actual* stores — large and small. You'll read also a few "brass-tacks talks" on how to *buy* and *sell* oranges and lemons—told by a grocer of long experience. This helpful book is free. Just ask the California Fruit Growers Exchange for your copy—today.

This is just one of the many ways we help grocers who "ask the C. F. G. E." And there are many other ways as well.

FOR instance, we offer you orange and lemon selling-price charts to help you *sell* at a certain profit. And, also, orange and lemon "odd size" gauges to help you choose wisely. They're free—and worth while asking for.

We have *free* sets of Sunkist cards, "strings" and banners for your counters and windows. They were designed after consultation with experienced merchants, and you'll find their use worth while.

For advertising in local papers or neighborhood movies we'll gladly send you *free* "cuts"—you can use them also on price lists and letterheads—or *free* Sunkist lantern-slides with your name in attractive colors.

Write us your problems. Maybe we can solve them. We've an experienced retail man whose job is to give you the benefit of his thirty-six years behind the counter. His name is Paul Findlay. Hundreds of grocers welcome his brass-tacks talks.

THE C. F. G. E. is a *co-operative* agency. Years ago, in the days of haphazard marketing, it was formed by thousands of California orange and lemon growers to sell their fruit at actual cost. It saved the citrus industry of California and placed the business on a sound merchandising basis. And now a fraction of a penny per dozen is given by these growers to create a fund for helping merchants handle these fruits at a safe profit. The spirit of co-operation is now extended to the trade.

Anybody who sells California oranges and lemons is entitled to our help. Last year more than 10,000 retailers asked for our services; and they profited. Were you one of them?

To bring you more profit — and to lessen your selling cost—our Dealer Service Department works always for your benefit. We're ready to help you as much as you'll allow. Write us today or mail the coupon.

California Fruit Growers Exchange

A Co-operative Non-profit Organization of 10,500 Growers

LOS ANGELES, CALIFORNIA

California Fruit Growers Exchange

Dealer Service Department, Los Angeles, Cal.

Send me your new booklet, "Displays That Sell Fruit," and also your Dealer's List of Selling Helps, absolutely free to me.



Name _____

Address _____

City _____ ***State*** _____

D

CONDENSED MILK

FULL CREAM SWEETENED

"BETTY" BRAND | "MOTHER" BRAND | "HOLLANDIA" BRAND

We prepare milks suitable for all world markets.



Representatives for

GREAT BRITAIN AND IRELAND

R. LEHMANN & CO., LTD.
PENINSULAR HOUSE,
MONUMENT STREET,
LONDON, E.C. 3.

EUROPE

"HOLLANDIA"
ANGLO-DUTCH MILK & FOOD CO.
VLAARDINGEN,
HOLLAND

Correspondence invited.

CABLE ADDRESS
"LAING"
BROCKVILLE

CODES USED
Bentley's
A.B.C. 5th Edition
A.B.C. 6th Edition
Marconi International

The Laing Produce & Storage Co., Ltd.
Brockville, Ontario, Canada

The Social Season will speed up the sale of

APROL

THE SWEET OIL OF PERSICA



Fall ushers in the Social Season, and the many functions, both formal and informal, where APROL can be used to advantage, offer grocers an excellent opportunity to increase their profits if they prominently feature and suggest this pure, wholesome, vegetable oil.

APROL is a nutritious, delightfully flavored oil pressed from the ripe kernels of apricots and peaches. It is an improvement on olive oil, when used as a salad component, being entirely free from that greasy, nauseating after-taste. It fries beautifully, requiring about half as much of it as would be used of butter or lard—is an excellent shortening and is decidedly economical and highly digestible.

Capitalize on the social trade by pushing APROL —it will pay you well.

Selling Agents for the Dominion of Canada

BOVRIL LTD.

St. Peter St., Montreal

W. J. BUSH & CO. (Canada), LTD.

PRODUCERS

MONTREAL and CALIFORNIA

Buy your soaps at quantity prices

—by purchasing them from the Procter & Gamble line.

We assort your order as you wish, from our complete line, and give you the quantity price on the total.

You need not buy any large amount of any one product. Yet, by selecting small quantities of the various soaps and powders you need, you can get the same price advantages allowed on large orders of one kind of soap.

Your customers cannot ask for any kind of soap or soap powder, that you cannot furnish, satisfactorily, from the Procter & Gamble line.

Look into this quantity price proposition.

PROCTER & GAMBLE PRODUCTS - EST. 1837 -

Ivory Soap
Gold Soap
P and G The White Naphtha Soap
Lenox Soap
Pearline
Sopade
and

The Procter & Gamble Distributing Co.
of Canada, Ltd.
50 Bay Street, Toronto, Canada

CRISCO
For Frying - For Shortening - For Cake Making

the net weight, package shortening that is taking the place of the greasy lard tub in up-to-date stores. Strictly vegetable and pure. A profit maker. You'll use it in your own home.

OLD COLONY MAPLE SYRUP IS ABSOLUTELY PURE

When your customers are buying Maple Syrup, they ask

"Is it Pure?"

When you carry Old Colony Maple Syrup you can honestly answer

"Yes--it's absolutely pure and is the most delicious Maple Syrup you can get."

PASSED EVERY TEST



Old Colony Maple Syrup has passed every Government test for purity. But not only that — not only has the Dominion Analyst found it 100 per cent. pure—in his reports he has also commented on the high standard of quality.

Its purity is what gives it the perfect Maple flavor.

Every bottle of Old Colony Maple Syrup has our guarantee and we stand back of you with our promise of satisfaction to your customers.

Every order received is given immediate attention and prompt shipments are assured.

Write for prices of Old Colony Maple Syrup and our other Maple products.

Canadian Maple Products

Limited

250 Van Horne Street TORONTO

EUREKA

Grocers' Refrigerators

are available now in all the popular sizes. *Don't* delay your order any longer. You need a Eureka refrigerator to take care of your perishable foodstuffs. The Eureka patented cold, dry air circulation system guarantees the highest efficiency with the lowest consumption of ice. Buy the refrigerator that will give you a guarantee against spoilage.

Write for free illustrated Literature.

EUREKA REFRIGERATOR CO., Ltd.
Head Office and Factories
OWEN SOUND, ONTARIO

Tie up your small packets and boxes neatly and watch your sales increase

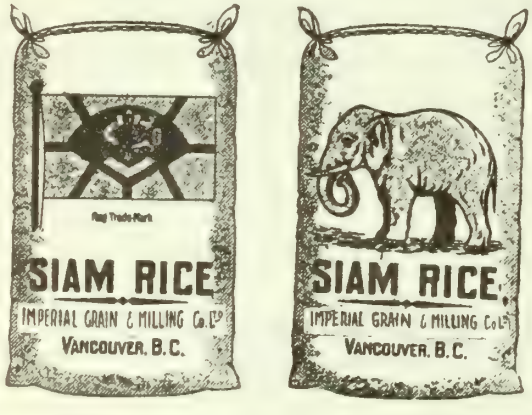
Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

The Reddest— Richest Pink that's Packed



Wallace's
KILTIE
Brand

Caught in deep salt water.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

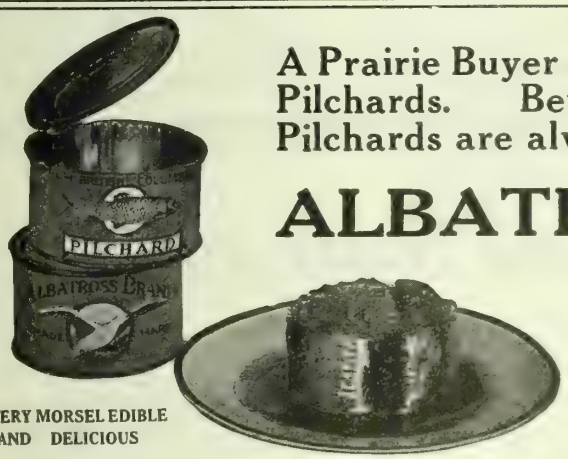
Donaldson Phillips Agencies
Limited
Grocery and Produce Brokers
Egg Cases and Butter Boxes
124 Pacific Bldg. - - Vancouver, B.C.

Western Transfer & Storage, Ltd.
OFFICIAL CARTERS FOR
C.N.R., C.P.R., E.D. & B.C., Can. Central, G.T.P. and A. & G.W.
DISTRIBUTION—STORAGE—CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

JOHN PRITTY, LIMITED
Merchandise Broker and Manfrs.' Agent
HEAD OFFICE: REGINA, SASK.
Carlots Oyster Shells, Coarse and Fine Grit, Potatoes, Eggs, Poultry, Rice, Beans, etc., etc.
PRITTY gives you every protection. A LIVE, ENERGETIC WESTERN FIRM.

AGENCIES WANTED
Energetic concern, well organized, desires British Columbia agencies for standard lines. Has established connections with retail grocery trade throughout the province. Reference, Bank of Nova Scotia. Send full particulars to R. H. Wright, 509 Richards St., Vancouver, B.C.

JOHNSON LIEBER MERCANTILE COMPANY
of Canada, Ltd.
Brokers and Manufacturers' Agents
Established thirty years, maintaining offices in principal cities of Pacific northwest.
Our organization offers manufacturers every facility necessary to successful marketing of their product.
Calling upon Grocers, Confectioners, Hardware, Stationers and Ship Chandlery.
850 Hastings St. West, VANCOUVER, B.C.



EVERY MORSEL EDIBLE AND DELICIOUS

A Prairie Buyer said he thought he had bought Albatross Pilchards. Beware of loose statements. Albatross Pilchards are always packed under Albatross Brand.

ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec :—Alfred Powis & Son, Hamilton, Ontario
Manitoba and Saskatchewan:—H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia :—Mason & Hickey
J. L. Beckwith, Victoria, B. C.

For an easily prepared, tasty lunch—



you need have no hesitation in recommending

Wallace's Herring

WALLACE FISHERIES
LIMITED
Vancouver

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
Groceries and Chemicals
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

THE McLAY BROKERAGE CO
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

GIBSON-PATERSON-BROWN
LIMITED
Grocery Brokers and Manufacturers' Agents
WINNIPEG : CALGARY : VANCOUVER

Manufacturers and Shippers!

We offer the facilities of an efficient and energetic "chain" organization, long established, with financial stability and the necessary experience and knowledge, to place your goods successfully on the Western Market.

Let us show you.

Donald H. Bain Company

Wholesale Grocery Commission Agents

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED



The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

We manufacture all kinds of

Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited
Ottawa, Ontario

S & M
The Cream of Chocolates

Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes

TURKISH DELIGHT S.&M. Brand
The most delicious European Confections
Packed in wooden 10 lb. boxes
WRITE US FOR PRICES
Sole Canadian Distributors

Dominion Sales Company
229 Notre Dame Street West

Our Agents:

Samuels, Carney & Dickie, Halifax, N.S.
Reliance Agency, St. John's, Newfoundland
L. E. Whittaker, St. John, N.B.
Chadwick & Co., Toronto, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Service **Reliability** **Integrity**

This is the secret of our success in marketing goods in the West. We have founded our business on these three corner-stones: Service, Reliability, Integrity.

Fourteen Salesmen Covering the West

If your line does not conflict we can give you the same service.

SCOTT-BATHGATE CO., LIMITED

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. E., Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchant

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**



Thompson's Sealed Salted Peanuts

Packed in drum-shaped packages to retail at 5 cents. Forty packages to a carton. 22 cartons to a case.

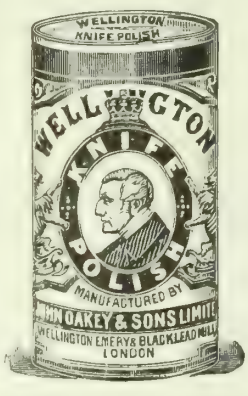
Order from your Jobber to-day.

"Nifty Brand," whole blanched Jumbos, in 5 lb. Tins, with envelopes. Packed in Canada by

A. E. THOMPSON

Box 2015 WINNIPEG

G. B. THOMPSON & CO., *Western Distributers, Winnipeg*



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1 Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East. Winnipeg

Sankey & Mason, 839 Beatty Street Vancouver.

Geo. W. Griffiths & Co., Ltd.

246 Princess Street

Winnipeg, Manitoba

Selling Agents and Brokers

Grocery Specialties, Druggists' Sundries Pipes, Cigarettes, Tobaccos and Smokers' Sundries

When writing to Advertisers kindly mention this paper.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
"We cover Ontario with Grocers' Specialties and Confections."

NEWTON A. HILL
Grocery Broker and
Manufacturers' Agent
56 Front St. E. Toronto

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS and DRUG SPECIALTIES
SERVICE LOGGIE, SONS & CO. SATISFACTION
32 Front St. West
TORONTO CANADA

J. K. McLAUCHLAN
Manufacturers' Agent and
Grocery Broker
(Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

H. C. BRENNAN
Manufacturers' Agent and Grocery Broker.
Representing J. H. Wethey Ltd.
S. F. Lawrason & Co., "Snowflake" Brand Goods.
Galanopoulos & Macris, Patras, Greece.
Kearney Bros., Ltd.
Open to represent other Manufacturers of high class lines.
Booth Bldg. Ottawa, Canada.

John J. O'Donnell Co.
Commission Brokers
Manufacturers' Agents
Representing J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited., Vancouver; Harry Hall & Co., Vancouver, and others. Correspondence solicited.
Heintzman Bldg., Windsor, Ont.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS



The
CROWN
Trade-Mark
on a bag of white beans is a guarantee of their uniform size and choice quality.
Only the very finest hand-picked Canadian White Beans go into bags marked
CROWN BRAND
For your own protection insist upon having this line of known quality.
BRAND
G. T. MICKLE - Ridgetown, Ont.

CLIMAX PAPER BALER



earns money for you every day—Turns waste into profit. 12 sizes.
Send for Catalog
Climax Baler Co.
Hamilton, Ont.

ACID PHOSPHATE *for* **SELF-RAISING FLOUR MANUFACTURERS**
BUY FROM THE MANUFACTURERS
PRESCOTT & CO., "Rutland Mills," Hulme, Manchester, ENGLAND
CABLES: "CORNCRAKE"

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

PEAS WANTED

Good boiling peas, either carloads or less. Send samples advising quantity you have and price wanted.

Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE.
GROCERY BROKERS

Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products

ST. NICHOLAS BUILDING, MONTREAL

Belgo-Canadian Trading Co. Regd.

Import and Export
General Distributors
Importers of BELL RICE, Dutch Cocoa and West Indian Products

103 St. Francois Xavier St. MONTREAL

International Commercial Agency

desire to represent exporters of food products in British Guiana. Take advantage of this service.

C. E. GABRIEL,
New Amsterdam, Berbice,
British Guiana, S.A.

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots

A. H. M. HAY

General Produce & Lumbermen's Supplies

Phone 5311
Residence 6383
80 ST. PETER ST.
QUEBEC

K. Smith

Broker and Commission Merchant

1696A Hutchison St.
MONTREAL

The Smith Brokerage Co., Ltd.

Wholesale Commission Brokers
ST. JOHN, N.B.

If you require distribution in the Maritime Provinces we are open to consider your proposition.

Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

ALBERT DUNN

Commission Merchant

QUEBEC, P.Q.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

We Present a Record—
Not a Prospectus

Reputation gained by years of vigorous, conscientious and successful work.

John A. Thompson
General Manager Western Canada
TORONTO

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker

Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

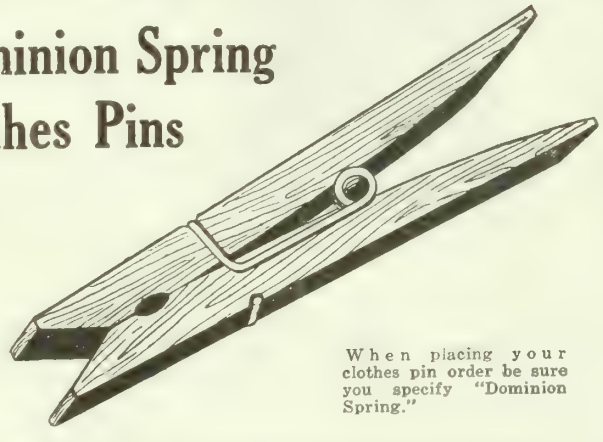
GAETZ & CO.

MANUFACTURERS' AGENTS AND GROCERY BROKERS

640 Barrington Street, Halifax, N.S.

LET CANADIAN GROCER Sell It For You

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's Greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

MACDONALD'S



More Tobacco for the Money

Despite the fact that the demand for "Macdonald's" is enormous and the tobacco sells itself--Macdonalds share generously with the retailer.

On each 10lb. caddy there is an extra profit of from 60 to 80c., due to the overrun of from 4 to 6 plugs.

The regular margin of profit is large.

Turn-overs are rapid and you never have any dead stock.

Substantial profits can be made from selling Macdonalds. Push it—it pays.

W. C. MACDONALD REGD'.
Incorporated
MONTREAL

Selling Agents

London—D. C. Hannah

Manitoba, Saskatchewan, Alberta and British Columbia — W. L. Mackenzie & Co., Limited, Winnipeg; 1314 Standard Bank Bldg., Vancouver

Hamilton—Alfred Powis & Son

Kingston and Toronto — D. Stewart Robertson & Sons

Quebec—H. C. Fortier

Nova Scotia and New Brunswick —Pyke Bros., Halifax and St. John

The Tobacco with a heart



Four Reasons

Why Dealers Are Pushing

Windmill

(Registered Trade Mark)

Barbados Super-Fancy

Molasses

QUALITY—We guarantee Windmill Brand to be absolutely pure highest grade Barbados molasses—the finest concentrated cane juice from Golden Ribbon Cane, specially selected under the supervision of our own representatives and imported direct by us into Canada. Distributed only under the protection of our registered trade-mark, "Windmill Brand."

SERVICE—As we are in a position to make quick shipments from Spot Stock at Montreal, Quebec and St. John, N.B., we can make immediate shipment as soon as you require fresh supply. If your wholesaler is unable to supply you with Windmill Barbados Molasses, send your order to us, and we will ship direct, charging you through your wholesaler.

PRICE—We keep abreast of the times, and our prices are the lowest. By dropping us a card or wire, or calling us on the phone you will receive the very best market price obtainable.

ADVERTISING—Does it pay to advertise? Let us prove it to you by tying up the most intense advertising campaign ever undertaken for Barbados Molasses with your store. We couple up this advertising campaign with every merchant's store who takes on Windmill Barbados Molasses. We have a special service department which attends to effecting a quick sale for Windmill as soon as it arrives in your store. Investigate this service; full explanation on request. When this service begins, your Windmill starts to move to your customers, and you secure not only the molasses business in your neighborhood, but your business in general will improve.

Pure Cane Molasses Co. of Canada
Limited

St. John, N.B. **Montreal, Que.**

By Appointment  *to H.M. the King*

Crosse & Blackwell

have the highest reputation for quality. There is always a ready market for goods that are of the best, and it is recognized the world over that

Crosse & Blackwell

maintain a unique reputation for consistently supplying the best.

Price lists are obtainable from

Stewart Menzies & Co.

32 Front Street West

TORONTO

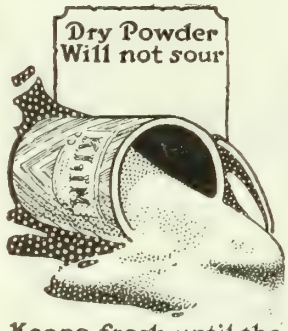


For Cooking or Baking



It gives the milk flavor

KLIM



Keeps fresh until the last particle is used



1 lb tin makes 4 quarts of pure separated Milk

pure pasteurized separated milk in the most convenient form—a dry powder—the purest and safest way to have it.

It makes delicious biscuits, cakes, sauces, and milk soups, and produces satisfactory results in all cooking and baking.

Read the directions. Lift off the cover. Scoop out eight level tablespoonfuls of Klim and place it on top of a pint of water in a bowl. Whip briskly until all is dissolved—it takes just a few seconds. Taste it. You'll be delighted with the natural flavor.

Klim, being powdered separated milk, has no butter fat in it. Butter is added anyway in nearly all recipes—therefore it is more economical to use Klim than fresh milk. It gives the same results as when the housewife uses the top of the bottle of milk for the table and then uses the rest of the milk in the kitchen.

Klim remains fresh and sweet down to the last bit in the tin. Keep it in the kitchen cabinet or wherever it is handy. It does not require ice to keep it.

The generous amount of advertising in magazines and newspapers has made KLIM familiar to thousands, many of whom are your customers. You will find it advisable to carry a generous stock of the three sizes of KLIM—half-pound, pound, and ten-pound tins. Order from your Wholesaler.

The above are some of the things we are telling them.
Repeat our story to the Public.

CANADIAN MILK PRODUCTS LIMITED

10-12 St. Patrick St., TORONTO

81 Prince William St., ST. JOHN — 319 Craig St. W., MONTREAL — 132 James Ave. E., WINNIPEG

British Columbia Distributors: Kirkland & Rose, 132 Water St., Vancouver

LET US FILL YOUR ORDER FOR

Christmas Fruits

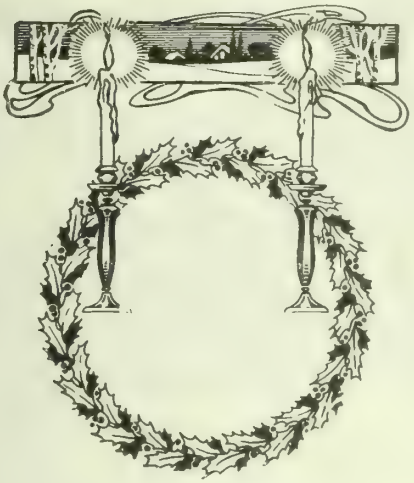
ORANGES—California Navels

We expect daily arrivals of the finest fruit.

We usually receive a limited quantity of FLORIDA NAVELS. These Oranges run to large sizes, are thin skinned, sweet and juicy.

"DE—LICIOUS, WE'LL SAY THEY ARE"

Place Your Order Now to Avoid Disappointment.



FLORIDA
GRAPE FRUIT
FULL OF JUICE

GRAPES
Cal. Red Emperors—in kegs

APPLES
Extra Fancy Table Fruit in Boxes
Best Ontario Winter Varieties in Barrels

LEMONS
California now selling at very low prices

CRANBERRIES, CELERY, LETTUCE, ETC.

Don't Wait Until the Last Minute. Place Your Order Now With

PETERS, DUNCAN LIMITED

88 Front St. E., TORONTO

Branches: NORTH BAY SUDBURY COBALT TIMMINS

All Colors--All the Time

THAT'S SUNSET

22 FAST COLORS

Pink, Old Rose, Scarlet, Cardinal, Wine, Sand, Yellow, Orange, Light Brown, Dark Brown, Light Blue, Old Blue, Navy, Black, Gray, Taupe, Heliotrope, Purple, Light Green, Dark Green, Mustard, U. S. Olive Drab (Khaki).

We can ship all orders promptly—you need never disappoint a customer by being "out" of Black, Navy Blue or any of the 22 Sunset Colors. Every cake of Sunset sold means many repeats—keep your stock up—don't miss a sale.

ASK YOUR JOBBER

When you get low on any Sunset Colors, order at once through your jobber. He can complete your line promptly because he can get all colors from us without any delay whatever. If, however, you have any trouble in having your order filled, write direct to us—we will be glad to see that you get **any Sunset Colors** you need immediately.

Ask your jobber for prices and discounts, or write to

HAROLD F. RITCHIE & CO., Ltd., Toronto, Canada
Manufactured by
NORTH AMERICAN DYE CORPORATION, LTD., Toronto, Canada

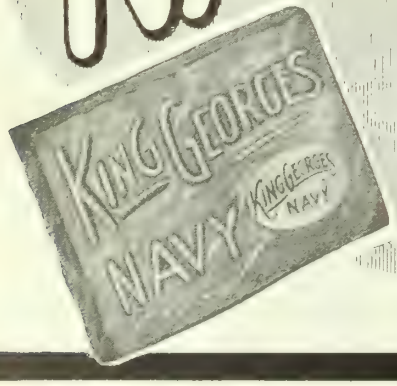
SUNSET DISPLAY CASE

Sunset Soap Dyes are packed 1 gross assorted in the attractive Display Case, without extra charge, **when requested.** Insist upon having your first order packed in this way, which keeps Sunset before your trade all the time.

Sunset Soap Dyes

The REAL Dye

Why You Should Feature KING GEORGE'S NAVY



A Favorite with Chewers Everywhere

Ask any grocer handling it about the selling value of King George's Navy Chewing Tobacco.

Public approval has placed this palatable chew in the front rank of best selling profit makers. Are you selling it?

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

Brooms

Quality Goods and Fair, Square Prices

Woodenware

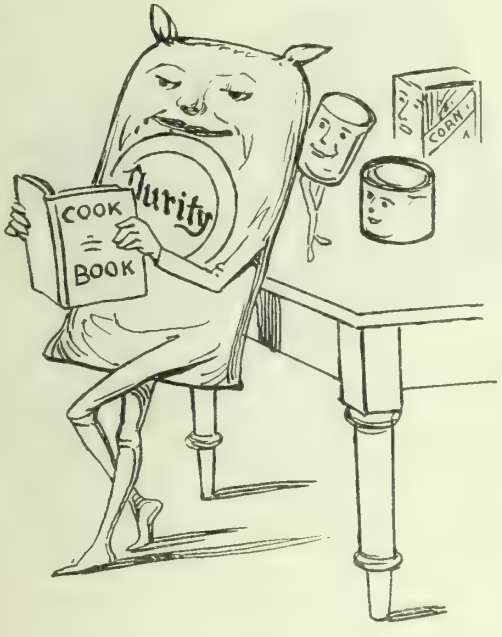
It will pay you to get our prices on grocers' sundries, etc., before you place your order. You'll find our quotations low and our quality high. Try us.

Cordage

WALTER WOODS & CO.

HAMILTON AND WINNIPEG

Brushes



Flour is the Basis of the Cook Book

Ever notice how often flour is mentioned in the cook book? It is the main basis for the majority of the recipes you see there. Cooks can't do much without flour.

Push the sale of flour in your store and encourage the wholesale practice of home baking.

PURITY FLOUR

makes friends for the grocer that recommends it because it is a good, strong flour for bread and bread products and is equally good for pastry and household baking in general. Every time you sell flour you make business in a score of other lines of your stock as advertised in the cook book to go with flour.

Western Canada Flour Mills Co., Limited

HEAD OFFICE: - TORONTO

BRANCHES AT: Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg, Goderich, Ottawa, Montreal, St. John



'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J.W. Gorham & Co.



KEATING'S POWDER

Sells in Cold Weather

There's always something that makes good reasons for keeping Keating's on hand every month in the year. Not a week passes without the need of Keating's being felt in houses, public buildings, factories, offices, etc. It's sure death every time Keating's comes in proper contact with

Flies	**Ants**	**Bugs**
Fleas	**Wasps**	**Cockroaches**
Mosquitoes	**Beetles**	**Moths**

You can profit by this continuous demand and cash-in on our advertising. Keep your Keating stock complete.

Made by THOMAS KEATING, London, Eng.
Established 1788

SOLE AGENTS FOR CANADA
HAROLD F. RITCHIE & CO., LIMITED
10 McCaul Street, TORONTO

REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them

OCEAN BLUE

In Squares and Bags

Order from Your Wholesaler.



A Safe Buy for Wash day

When your customers are buying soap, sell them WONDERFUL SOAP. It has pleased customers for several years and is bound to satisfy now. You will find profit in it.

Display a stock and watch the result.

Guelph Soap Company

GUELPH, ONT.

Klaus Swiss Milk Chocolate

"Is again on the market"

After an absence of 5 years this Genuine

Swiss Milk Chocolate

Can be purchased by sending your orders direct to

ANDREW PATTISON

248 St. James St. **MONTREAL**

We require representatives for the following Districts:
Quebec, New Brunswick, Nova Scotia, Ontario, Newfoundland, P.E. Island



Ask the **White Swan** salesman for the Peanut Butter that's **"as smooth as a kitten's wrist."**

The Peanut Butter that's "As Smooth as a Kitten's Wrist"

WHITE SWAN Peanut Butter

Only the finest, large, meaty peanuts, roasted to perfection, are used in preparing this superior **White Swan** product. Its rich flavor, even texture and velvety smoothness will appeal to your customers.

Get a sample order—try it yourself at home. If it doesn't make a hit with you we'll miss our guess.

White Swan Spices and Cereals, Limited
TORONTO, CANADA



In Demand Everywhere

McCormick's Jersey Cream Soda Biscuits are made right by careful, experienced, cleanly bakers.

These bakers work amid ideal surroundings, where white tiled walls glisten in abundant sunlight and where cleanliness is the first consideration.

The table popularity of McCormick's Jersey Cream Soda Biscuits and their great demand is due to their superior flavor and crispness, coupled with our persistent national newspaper advertising.

They are the sodas which are in demand everywhere.

McCormick Mfg. Co., Limited, London, Canada

Branches at : **Montreal Ottawa Hamilton Kingston Winnipeg Calgary Port Arthur St. John, N.B. Vancouver**

"Member Audit Bureau Circulations"
"Member Associated Business Papers"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

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EDITORIAL CONTENTS

Stabilization of Jam Quotations 31
Increasing Sales of Christmas Lines 32
Wines Featured in Christmas Display 33
Sells 180 Bottles of Wines in Two Days 34
Planning the Layout of a New Store 35
Goods Move if Price is Right 36
Well-equipped Stores Draw Trade 37
Financing Export Shipments 38-39
Editorial Page 40
Current News 41-42
Western News 43
General Markets 44-50
Markets by Wire 51
Fish Sales Over 700 Lbs. Weekly 52
Fresh Fish Season Draws to Close 52-53
"Free" Cheese in England 53
Ontario, Quebec and Winnipeg Produce Markets 54-56

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ARMSBY'S LATEST
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BILLION DOLLARS

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CANADIAN GROCER

VOL. XXXIV TORONTO, DECEMBER 3, 1920 No. 49

Stabilization of Jam Quotations

Further Reduction is Anticipated at the Opening of the New Year With the Market Situation Following Ruling Steadier—Retailers Are Well Advised to Have Stocks Fairly Low in Order to Meet New Price Adjustment.

HAMILTON, December 1 (Staff correspondence). — Jams, like many other grocery commodities, are passing through a period of readjustment which is all the more accentuated by the rapid changes in the price of sugar. Canadian jam manufacturers point out that strawberry and raspberry jams were packed when sugar was at its peak prices, but notwithstanding this fact prices are on a downward trend. Quotations at the moment are lower than the opening prices on this year's pack, but according to manufacturers these prices mean a considerable loss to them. At present manufacturers are making little effort to sell their goods; that is, they are not forcing sales. Most of the factories are closed but they are taking care of all orders that arrive. The first of the new year will probably see stocks of jams in many retailers' and wholesalers' warehouses fairly well cleaned up and the trade again in a position to buy. Jam manufacturers intimated to Canadian Grocer that a further reduction would take place about the first of the year, and under this circumstance it would be wise for the trade to have their stock of jams fairly low in order to meet the new price adjustment. As jams are composed of 65 per cent. sugar, it can be readily understood why sugar plays such an important factor in the jam industry.

14 Cents Per Pound for Sugar

Manufacturers state that the high price of sugar was caused chiefly by speculators leading the public and manufacturers alike to believe that there was a world shortage and incidentally forcing the market to high levels. They claim that, according to the law of supply and demand, the price of sugar had no reason to go beyond 14 cents per pound. Had this been the case the present depressed condition in trade would not have existed. In the opinion of jam manufacturers the sugar market is now stable and the first of the year will see jam being offered at a price that will be quite safe for any retailer to buy.

Will Meet Conditions

"We realize that the price tendency is downward," stated W. J. Briggar, of the T. Upton Co., Ltd., Hamilton, Ont., in an interview with Canadian Grocer. "As sugar goes down jam will also be lower, notwithstanding the fact that jams were made this year when sugar was at the highest price. Canadian jam manufacturers are alive to the situation and will meet conditions as they arise. The sugar market is becoming more stabilized and I believe by the first of the year jams will be selling on a basis that will encourage the trade to buy freely."

Never a Sugar Shortage

"Sugar should never have gone higher than 14 cents per pound," stated James Wagstaffe, of Wagstaffe, Ltd. "There never was a shortage, the high prices were caused by a forced market and not by the law of supply and demand. There will be a carry over this year of two million tons of sugar, taking in all parts of the world. The largest component part of jam is sugar, and quantities must be used regardless of the cost. During the past strawberry and raspberry season sugar was selling at the highest price. Consequently those jams cost us a high price to manufacture. Our prices are now lower than the opening and we expect to make a further reduction the first of the year. We are not forcing business, just letting it ride until the new year and by that time I think sugar will be selling on a stabilized basis and we will be in a position to advise the trade that jams will be a safe buy."

Prices Stabilized in New Year

W. H. Skerratt, superintendent of the Furnival-New Ltd., Hamilton, Ont., stated: "Our strawberry and raspberry jams were packed this year when sugar was costing the highest prices. In fact most of the strawberry was made with sugar costing around 20 cents per pound. But as sugar commenced to come down we reduced prices on jams as it is our policy to follow the sugar market. We expect by the first of the year both sugar and jam prices will be stabilized and the trade can safely buy jams without any fear of losing money."

One manufacturer stated that the present low tariff on jams imported from Great Britain permitted jams to be laid down in Canada at a lower price than they could be manufactured for in Canada, and he thought it right and just that the protective tariff should be large enough to protect Canadian manufacturers from bearing a loss through being compelled to meet the competition of the imported goods. "Why, just think," he stated, "we can go over to England, manufacture jams, and ship them here at 7½ cents per pound lower than we can manufacture them here."

Asked on the present situation in regard to jams, he said: "The irregular condition of the sugar market is causing practically the same condition in the jam situation. The sugar market, however, is gradually becoming stable and the first of the year will see jams selling to the trade on a basis that will be quite safe to the buyer."

Jam Manufacturers Appear Before the Tariff Board

Senator E. D. Smith, of E. D. Smith & Son, Winona, Ont., in addressing the tariff commission in Hamilton the other day, reviewed the jam situation at some length. In part, he referred to the return of British competition in the jam trade, and described as visionary the proposals of the Canadian Council of Agriculture for free trade with Great Britain. He was equally critical of the

item in their platform recommending free trade in all foodstuffs. He asserted that labor in Britain to-day costs only half as much as in Canada, and sugar, glass and tins were all cheaper in Britain than in this country. He stated that his son went to England in 1914 to establish a factory. The cost in 1914 of the fruit and sugar required to make 100 pounds of strawberry jam was $5.85 in England as compared with $9.75 in Canada. It was also a fact, Mr. Smith stated, that the freight rate per 100 pounds was only 11 cents dearer from Bristol to Winnipeg than from Winona. The result was that jam from the Old Country could be laid down in Winipeg a cent per pound cheaper than jam of exactly similar quality made in the factory at Winona.

The situation as far as the Canadian manufacturers were concerned, Mr. Smith added, had been further aggravated by the position of the exchange and that British competitors were able to land jam in this country at a price of 8 cents per pound less than the cost of production here. He argued that the existing duties were only on an 11 per cent. basis, which was half the average rate of duty, and intimated that the present duty should really be duplicated to save many of the Canadian manufacturers.

James Wagstaffe, of Wagstaffe, Ltd., Hamilton, corroborated much of the evidence of Senator Smith. In support of their patrons three fruit growers, Mr. Livingston of Grimsby, J. P. Bridgeman, Winona, and Hudson Husher, manager of a fruit growers' association, all insisted on the need for the retention of the duties on fruit.

Increasing Sales of Christmas Lines

Hood and Bennalick, Guelph, Ont., Make the Most of the Opportunity to Sell During the Christmas Season Lines That Are Not Regularly Called For—Sell Over 500 Pounds of Bulk Chocolates and Cream Candies—Making Sales of Candied Cherries at This Time.

"LAST week we advised our customers through the medium of our advertisement to get their supplies for Christmas baking, and this week, we are showing raisins, currants, nuts and peels in our window," remarked Mr. Hood, of Hood & Bennalick, Guelph, Ont., the other day to a Canadian Grocer representative. "These lines are now selling well," he continued. "There has been a brisk inquiry for these goods, and we are anticipating quite as good a Christmas trade, as in past years."

The Christmas Opportunity

Discussing the sale of specialties during the Christmas season, Canadian Grocer learned something of what this firm has done in the way of increasing sales during the few weeks preceding Christmas. "It is a splendid opportunity for the sale of goods apart from the regular lines called for every day," Mr. Hood added. "In order to get our Christmas business started, we very often make a leader of a certain line, like seeded raisins for instance. Announcing a special price on them, we get the people coming with their orders for Christmas raisins. Having purchased them at a specially good figure, we are able to sell them at an attractive price, and at the same time reap a good profit. A line at a special price like this, I have found, brings business to the store, not only in the particular article advertised, but also very often means the sale of other goods. For the Christmas business we carry a great many lines that we have found, are big sellers with the public."

At the time of the visit of the Canadian Grocer representative last week, the firm was showing in the window raisins and currants, dates, figs, malaga grapes, mincemeat, almond paste, ground and shelled almonds, a certain powdered milk and glace cherries. The window was attractively laid out, and coupled with the advertisement in the daily press, was getting good results.

Sales of Almond Paste

"Last year we sold three dozen packages of that almond paste," Mr. Hood remarked, pointing to the line in the window that was being shown. "It has taken well with the public, but of course only really sells freely at this season. It is just for the Christmas trade that we carry it, but it certainly took well last year. We also carry ground almonds manufactured by an Old Country firm, that sell well."

Over 500 Lbs. of Candy

"Glace cherries have also become a popular line for Christmas selling," remarked Mr. Hood. "We only show them for about six weeks around Christmas time. We buy them in tins containing seven and a half pounds. Of course we sell them in small quantities, but our sales last year amounted to something like twenty-five tins."

A number of other special lines for the festive period are also stocked in Hood & Bennalick's store. Candies of a high-grade kind are sold at this time. Sales of bulk candies, that is chiefly chocolates and creams, totalled more than five hundred pounds last year, in the two weeks preceding Christmas. This firm also has a very fine china department, where all kinds of fancy chinaware, dinner and tea sets, and such like are sold. The display on the second floor is an attractive one, and brings many people to Hood & Bennalick's store. Particularly in the Christmas shopping period it is filled with people. To reach the china department of course one has to pass through the grocery section. It is here that the value of display has been much impressed on the members of the firm. People who have only come into the store to buy china, are tempted by some nice display of special lines in the grocery department. The firm has taken every advantage of this feature, and china has in a good many instances been responsible for the gaining of new customers. Silent salesmen are conveniently and prominently situated in the store, and two showing specialties in groceries, Mr. Hood declares, sell a lot of goods for him. The candies are shown in one, and the other one is utilized for the display of special lines. "A good display will sell a lot of goods, Mr. Hood remarked, whether it is Christmas lines or any other goods. Consequently we are making the best of display, and getting the maximum in the way of results. We change our windows every week, and displays in the store as well are constantly being renewed."



A Large Turnover

The turnover in the Hood & Bennalick store is a large one, aggregating over two hundred thousand annually. The firm uses advertising space in the daily papers all the time, and believe it an important factor in their sales building plans. Increasing sales during the Christmas season are given a good deal of attention, and clerks are urged to put real salesmanship into the sale of lines that are particularly popular at this time.

Wines Featured in This Christmas Window Display

A Good Selling Display—One That is Not Crowded, Which Permits Each Article to Stand Out—Holly Wreaths and Red Paper Bells Used for Decorating



THE above illustration is a reproduction of the Christmas window display of J. H. Wells, Grimsby, Ont., which was used during last Christmas season.

The feature of this window is the prominence given to wines and other bottled goods that are adapted to the Christmas season.

J. E. Wells has realized that wines are a splendid Christmas line and takes every opportunity to create sales on this article that shows the merchant such a good profit.

Other lines displayed are baskets of various kinds of nuts which are arranged on each side of the centre piece, made with a large box of layer figs.

Across the full length of the window is a shelf covered with red crepe paper, upon which are displayed bottles of wines, pickles and barley sugar. On each end of the shelf is a fancy basket filled with oranges.

The bankground is made up with a trellis painted white and forming an arch upon which are hung Santa Claus stockings. Between the arch are strung holly wreaths and red paper bells.

Sells 180 Bottles of Wines in 2 Days

One Merchant Displays Wines a Week Previous to Christmas Day and Gets a Surprise—Another Merchant Displays Ginger Ale the Year Round and Builds a Steady Business—The Yuletide Season an Opportune Time to Develop Sales of Wines and Other Light Beverages.

ONE week prior to Christmas Day of last year a merchant in a Western Ontario town dressed a window with wines and in two days sold fifteen dozen or 180 bottles. This merchant stated to Canadian Grocer that he immediately telegraphed the firm from whom he purchased the wines to ship another order, but the firm wired back and said they regretted that they were unable to make shipment until after the first of the year.

"We could have sold three times the amount we did, if he had the goods," he added. "This was the first year that we ever tried to push a line like this. Of course we always kept a few bottles around the store, but considered wines as just one of those lines that it was necessary to have in stock, because a customer occasionally asked for it. Last year I decided to find out if wines could be sold in any quantity if a little effort was put behind them. I dressed one window entirely with the wines, piling them up in the form of a pyramid, using pieces of plate glass between the layers. Red and green crepe paper and sprigs of holly were used for decorating to give the trim a Christmas atmosphere. I also placed on the centre pile a card reading 'Christmas Wines.' The result was far beyond my expectations. People were buying two and three bottles at a time and in two days the entire lot of fifteen dozen bottles was sold and Christmas week yet to come with naturally the heaviest buying. We could not get any more from the manufacturer until after the first of the year, and it was too late to order from another firm."

A Profitable Line to Sell

It is true, as this merchant states, that wines are stocked by some merchants more as an accommodation line than as a real piece of merchandise. It is a line however that can be sold in large quantities if a little extra effort is made to create sales. Then there is the profit to be considered. This merchant said that on every bottle he sold he made a profit of 16 cents.

Wines, grape juice, ginger ale and other beverages are lines that could be sold every month in the year. A window display of these lines will help to stimulate sales. A few bottles placed on the counter or in some other conspicuous place in the store will arouse the customer's interest.

Suggest the possibility of grape juice as an added feature to the evening when a few friends drop in for a game of cards. There are so many ways of serving grape juice that the merchant has many opportunities of making a sale.

There is a merchant in London, Ont.,

(Continued on page 43)

Drink to the Health of Them All

Christmas Wines

These are full-flavored and mellow, but are unfermented so that even the youngest can respond to the toast.

Layer Table Raisins

There is a vast difference in table raisins. We sell only the choicest, meatiest fruit.

One pound packages also in wooden boxes containing three pounds and about five pounds.

Nuts in the Shell

These are all this season's nuts and are exceptionally fine. There is no disappointment when you crack them. Almonds, Walnuts, Brazils, Pecans.

Our Telephone is at your service. Just call up 4600.

Jones & Company

Everyone Likes

Almond Icing

We have it all ready to put on your Christmas Cake. Put up in half and pound packages.

WINTERGREEN BERRIES and Silver Dragees for Decorating the Cake.

Ground Almonds for making Macaroons.

JORDAN ALMONDS

These are an extra fine quality, especially adapted for salting.

Glace Cherries in half and pound boxes, also in bulk.

Crystallized Cherries in half pound boxes.

Cherries in Maraschino, red, white and green bottles in three sizes.

Glace Pineapple Rings in bulk.

Telephone 4600

Jones & Company

Every Boy and Girl would be delighted to get a

Santa Claus Stocking

filled with a good assortment of toys. Many sizes to suit many sized boys and girls.

Our Assortment of

Christmas Crackers

was never so varied or so interesting. Just the thing to put the finishing touch to the happy Yuletide gathering. There are Boy Scout Crackers, Japanese Toys and Curios, Musicale Crackers, Jewelry, Hats and Caps. Over two hundred varieties to choose from.

Christmas Cake and Plum Pudding

Only the finest of fruits, peels, nuts and other good things are used in the making of these goods. Telephone 4600 and your order will have careful attention.

Jones & Company

The above advertisements are suggestions for Christmas ads that merchants could easily adopt for their own use.

Planning the Layout of a New Store

Stratford Merchant is seeking Suggestions as to the Best Plans to Pursue in Arranging His New Store—Canadian Grocer Offers Two Suggestions, as Illustrated in Accompanying Designs.

THE following letter was received by Canadian Grocer from A. R. Latter, Stratford, Ont. Mr. Latter is building a new store and will be glad to receive suggestions as to the best way to lay it out, using the fixtures he has in his old store and adding new furniture as required. We illustrate herewith two suggestions and will gladly welcome any other ideas. The layout of a store is an important subject, so send along your suggestions.
Editor, Canadian Grocer.

"I receive so much good advice and practical suggestions from Canadian Grocer that I am going to apply for still more help from the same source. I am enclosing a floor plan of my new store now being built. It is drawn to a scale of ¼ in. to 1 ft. You will see that the outside measurements are 38 ft. by 25 ft. 4 in. It has a corner entrance with plate glass windows at each side. At the rear is a store room and stairs to basement. All boxes, crates, etc., will be taken in at rear door. There is also provision for a small office and another stairs to basement under the stairs leading up to living rooms above.

"What I want to know is how best to arrange the furniture I now have. What new furniture I should have, and what kind of shelving and where it should be placed (nearly all of this must be new).

"My present furniture consists of one 10 ft. 6 in. grocery counter, one 8 ft. refrigerator, silent salesman, meat counter, one 6 ft. silent salesman for top of counter, a cheese cabinet and cutter for top of counter or table, one high refrigerator 4 ft. wide, a high cabinet 27 ins. wide for bread and fresh bakers' cakes (this is the best profit-producing piece of furniture in the store), and fruit or vegetable display bins 6 ft. long by 4 ft. high.

"Being a 'neighborhood' store, quite a distance from the up-town stores, we carry quite a varied stock besides groceries, such as patent medicines, toys, railwaymen's mitts and gloves, aprons, smallwares, hosiery, etc., and a small assortment of graniteware. In fact it is difficult to keep from carrying a general store stock.

"Now, Mr. Editor, with these facts in hand, will some of your experts or some of your readers give me hints or suggestions or definite plans as to how best to arrange my store?

"Yours truly,
"A. R. LATTER."

One Layout Described

In planning the layout of a store it is well to take into consideration the fact that there are certain lines that sell without a great deal of effort. These lines should therefore be placed farthest back so that customers entering the store to buy these lines are compelled to travel the entire length of the store and face a battery of other lines in order to make their purchase.

In illustration No. 1, we have the floor

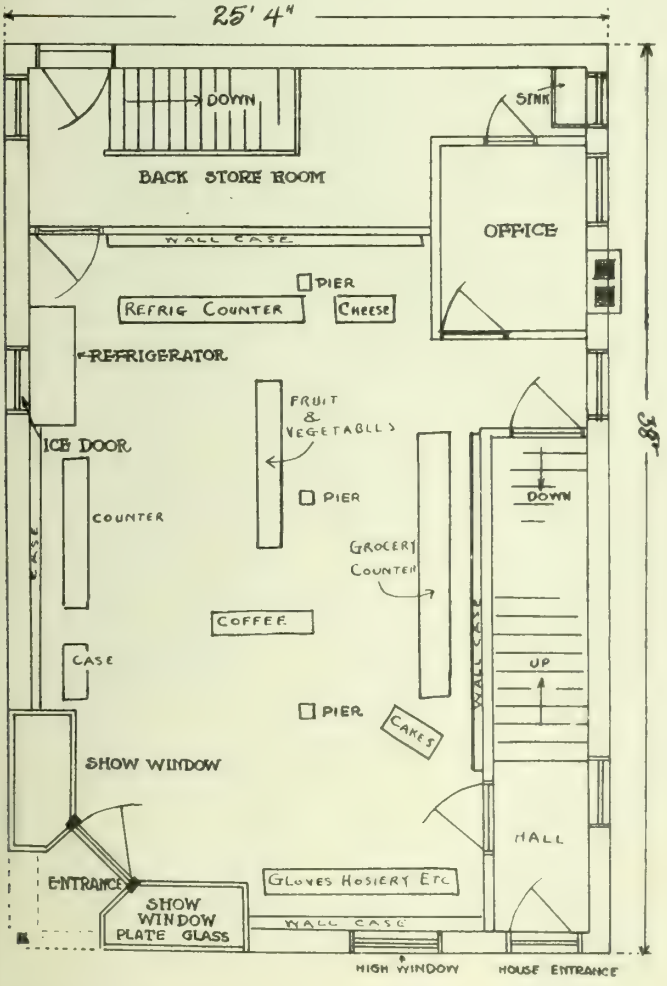


Fig. 1—The original floor plan of A. R. Latter's store, Stratford, Ont., with suggestions for layout of store furniture.

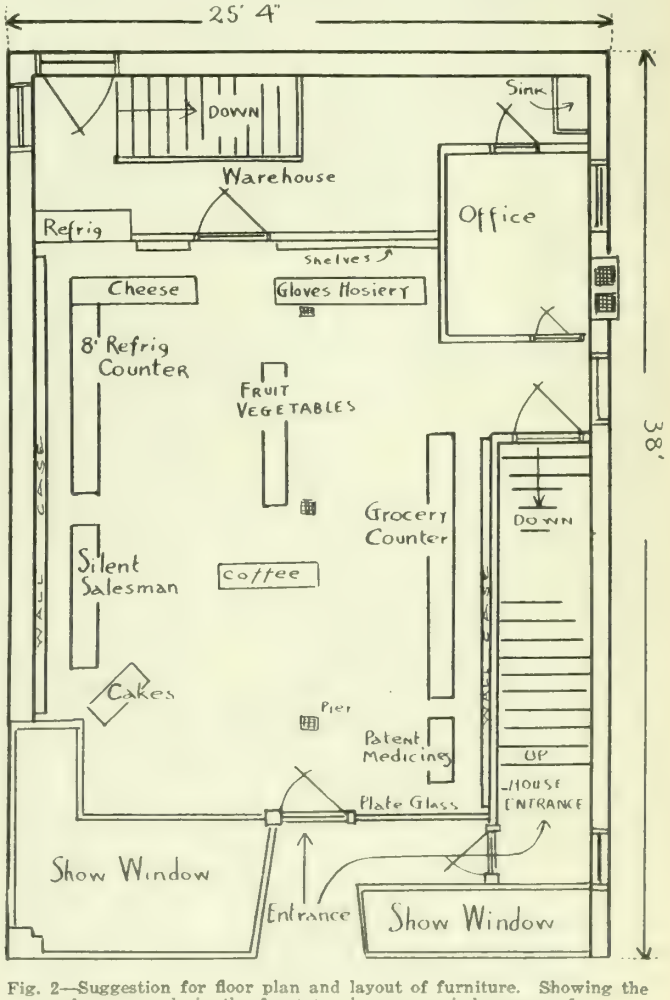


Fig. 2—Suggestion for floor plan and layout of furniture. Showing the changes made in the front to give more window space for display purposes.

plan as submitted by A. R. Latter with his fixtures arranged as suggested by Canadian Grocer. Upon entering the store one is greeted by the cake display. Fresh pastry, cakes and bread, are lines that show a good profit because they mean a rapid turnover. They are also lines that should be moved every day, otherwise they become stale and a loss is incurred. Therefore this case is placed in such a position that it will attract the attention of people when they first enter the store. Patent medicines and toilet soaps are articles that need a great deal of prominence in a grocery store if they are to show a profitable investment. The case for these lines is located on the left side of the store near the entrance. On this same side, following the patent medicines is a counter with the 6 foot silent salesman on top. This could be used for displaying boxes of chocolates, candies or other fancy lines. The shelves to the rear of these cases are fitted up with bins beneath, which could be used for the teas; if this is done then the silent salesman could be used for showing condensed milk, cocoa, and prepared coffee.

On the opposite side of the store is the grocery department. The wall case being fitted with bins to contain bulk goods such as rice, tapioca, cereals, icing sugar, prunes, and other dried fruits. The front end of this wall case, that is, the portion that is immediately behind the cake case is fitted up as a biscuit cabinet.

Meat Display at Rear

In the rear is placed the refrigerator counter for the meat display. If the business carries fresh meats and considerable poultry, the wall to the back of this counter could be fitted up with meat racks, otherwise this space is to be fitted up with shelves and used for canned vegetables and fish.

In the centre and facing the front of the store is located the coffee department. This counter has bins beneath, to hold the coffee beans and also compartments for bags. On top of the coffee counter is placed the electric mill and a small pair of scales. The idea of having the coffee department stand out separately is the fact that people are becoming more educated to the use of coffee, and as coffee is a line that assists very materially in rapidly building up a steady business, besides showing a good profit, it is well to make it a feature.

According to the above letter, the Latter store handles railwaymen's gloves and mitts. Now as men as a rule like to drop into a store, make their purchase and out again as quickly as possible, we have placed this department just inside the front entrance.

Window Display the Eye of the Store

In illustration No. 2 we have changed the plan of the store somewhat, especially the front. The original plan shows a brick wall facing the street. This, to our idea, is a waste of opportunity. The most valuable part of a store is the frontage, that is what is paid for, or in other words you are charged for the space that is on the street line. That being the case, why build a solid brick wall on it? Why not make it glass so that people can see what the store has to sell? It is a recognized fact that the more goods that can be shown, the greater turnover. Goods hidden in the back warehouse, under the counter, or behind a brick wall, will create no interest in the mind of a customer. They must be displayed in order to sell them at a profit.

An Unbroken Wall

In this plan we have also placed the refrigerator at the rear with the front only showing in the store. This idea gives an unbroken wall the entire length of the store and also permits the refrigerator being filled from the back store room. This keeps all muss out of the store when the refrigerator is being filled just the same as having the ice door built in the wall and opening on to the street as suggested in illustration No. 1.

The door leading into the warehouse is placed in the centre, which will be found very convenient, especially if the door has swing hinges. The door leading into the office we have also changed. This is to allow the corner of the office to be built similar to a high desk or counter which is convenient to customers when settling their accounts.



GOODS WILL MOVE IF PRICE IS RIGHT
WAR PRICES AND WAR PROFITS ARE PAST

THE final chapters in the industrial liquidation are now being written. The retailers are at last falling into line, and where they have shown a disposition to meet their customers' views as to prices, they have demonstrated that there is an enormous latent purchasing power. There is no doubt of the ability to move goods into the hands of final consumers, provided the price is right. It should not take long to clean up present stocks once the retailers, generally, adopt the policy that the leaders have already started. Then will follow the replacement of stocks which, thanks to heavy reductions in price by manufacturers, can be done to good advantage. Of course, all this means that war prices and war profits have gone for good. All must disabuse themselves of the idea that these can be retained at any stage. But the point is, first, that there is now promise that the period of industrial recession will be comparatively short-lived and secondly, that even what used to be considered normal profits would, in the large majority of cases, amply support present stock prices. In this way Hayden, Stone & Co. review the market situation in their weekly letter.

Even the most stubborn of the obstacles to a return to healthy active conditions is beginning to give way, they continue. We allude to the question of wages. During the war period, these were largely paid out of capital. Of course, this could not long continue without complete disaster. Henceforth, they will be paid according to the ability of industries to meet them. It will be, in the end, more satisfactory to be assured of a certain wage, even if less in dollars and cents, that will have a purchasing power equal to a normally higher but actually far more uncertain remuneration.

There is, however, one rather disturbing thought; our prosperity in the last five years has been largely based on Europe's demand for our goods, at abnormal prices. This demand will, henceforth, not only be radically diminished, but will be replaced by the ability of Europe to compete in our own markets. Even after severe markdowns, our prices will be very attractive to European producers, especially on present exchange rates. Europe still owes us enormous debts. These cannot be paid in money; they must be met with goods. Whether it is better to let these goods in at such prices as to jeopardize our own manufacturers, or to protect them against this influx, even if to do so it may be necessary to forego payment of this debt, is a deep economic problem, which it is hardly the function of this letter to take up, but the mere fact that such a problem exists emphasizes that world competition is being rapidly restored and that some outlet must be found for our own goods, as our productive capacity is probably well in excess of our own needs. We mention this to bring out the fact that while it is to be hoped that industry will, in the course of a few months, be again fairly active, the element of competition will be very prominent and the margin of profit correspondingly small.

Well Equipped Stores Draw Trade

Nothing is More Attractive Than Fine Foods, Displayed as to Be Free From Dust and Dirt—Good Equipment Means That Almost the Entire Stock Can Be Placed on View.

By HENRY JOHNSON, Jr.

EVERY time I go into a well equipped grocery store I think what a fascinatingly interesting place it is. Nobody can find time hanging heavy on his hands who can wander about inspecting foods and household goods which are well displayed. A great contrast is notable between fixtures made, say, thirty years ago and those installed within the past five to ten years. The older style fixtures were largely given up to mirrors. The new styles give the utmost prominence to the goods themselves. And what can be more attractive than fine foods displayed so as to be free from dust and dirt?

In the old, haphazard days, we used to have dates lying in an open box on the counter. Customers used to help themselves to samples, and then sometimes they would buy. That part of it was good. But trouble was that many—O, very many!—would take the samples very liberally and buy nothing.

Moreover, that was a filthy way to handle dates. The fruit was sticky. Dirt, dust, flies—everything—stuck to it. A fussy grocer would have only one recourse. He could wash the surface of the fruit every day or two. In doing that he washed away considerable weight and sweetness, and at that his fruit was only surface clean. Finally, the counter space was limited. Only one or at most two items could thus be displayed. There was rotation of dates, prunes, apricots, raisins, prunelles, peaches. Each as it was shown was sampled and sold—or at least it was sampled! But only a limited representation of what we had to sell could be exhibited at once.

Almost the Entire Stock on View

Today the glass-faced bins, the drawers with display fronts, the counters provided with shallow show-cases on top and other up-to-the-minute equipment provide space wherein practically all the fine things can be shown to the best possible advantage, fully protected, safe from all but the boldest samplers, yet so placed that anyone with eyes cannot choose but see.

What this may mean can be illustrated by the development of the shelled nut business in one grocery store.

It was not an unusual store, but the men who ran it were unusual in that they were ever on the alert to develop new outlets and increase the sale of profit-paying, business-getting goods. They had centered strongly on shelled nuts for a considerable time. These were displayed in glass jars that were always on the counter, always in sight, always scrupulously clean and shining. So their sales of nut meats grew to rather large proportions.

They got a fixture made, as their sales grew big, in which was a series of boxes set one above another and all slanted slightly toward the front. The boxes were covered with hinged covers of plate glass framed in wood. Each box would hold around 25 pounds of nut meats. There were five boxes, so they were able to show walnuts, pecans, Jordan and Valencia almonds and in the last box hickory meats and filberts in two compartments. It was amazing how that business developed under the sales-pulling power of that display stuck literally under the nose of each visitor to the store. Yet the sampling was so limited as to be negligible.

If you will think of what advantage there is to you in thus having silent salesmen standing at attention, unobtrusively thrusting forward your profitable wares for every customer to see, and each item shown to the utmost advantage, you will be able to see what a wonderful economy a set of modern fixtures are for any store.

Well Fitted Stores Still the Exception

Notwithstanding the vast improvement that has taken place in grocery stores during the last few years, it still is a fact that the well equipped store is the exception. This is so true that anyone going about the country can think back on the few stores he has seen that are thoroughly outfitted. Such stores are as oases in the desert of the dull commonplace of disordered monotony. For it is true as gospel that stores which are not properly outfitted are today too filthy to be worthy the trade they get.

Everywhere I see them. Everywhere I find the man who is reputed to have "the best trade in town"—save the mark!—idly standing behind his disordered counter, near a scale that has not been cleaned in months, leaning against a counter-shelf that is a maze of mixed merchandise and dirt; and I always wonder what would happen to that man if some live, conscientious, up-to-date grocer should happen to select that town for a location. Also I do not wonder that the chain stores, with their standardized stocks and equipment, are winning in so many communities. They would have my trade every time in preference to that of the slovenly grocer who today does not work for any greater prosperity than he has but who talks a lot about "unfair competition!"

It is not in the big cities that one finds the best stores. Or, to put it another way, no man needs to feel that because he is in a small town he cannot have a fine store and make money out of it. Ask John E. Heisman, in a little town in the West, whose store is a model that no man anywhere need hesitate to pattern after. I mention this instance because it is in a town which is anything but wakeful or encouraging. Yet this merchant enjoys prosperity with a big P. Consistently he is busy. Steadily he makes money. And his goods are well displayed, clean, accessible and safe from samplers.

Conservation of Quality and Character

All of this is accomplished by modern equipment while at the same time the wastes under which slipshod merchants suffer are obviated. Goods not exposed to the air do not shrink so rapidly as those which are kept open. This is particuuarly true in winter, in sections where heat is necessary. The dry heat of stove or steam pipe robs the atmosphere of its moisture. The air draws to itself all humidity and thus robs whatever is exposed of weight for which you have paid hard earned dollars.

With moisture goes flavor. So through the deterioration of quality you lose at both ends of the process; for you cannot expect customers to return for further supplies of flavorless foods.

It might seem needless to speak of the damage by insects, vermin and animals were it not that in so many stores things are at this date left as exposed as the law allows. Such exposure is so costly to you that its saving would pay liberal interest and cover depreciation on any outfit you would be likely to buy, to say nothing of the other benefits to be derived from such fittings.

In southern sections, merchants are frank to say that all the profits from peanut sales are lost because of promiscuous sampling of the open receptacle.

All of these considerations have not touched the final, most important and most costly disadvantage of not having modern equipment. That is the needless steps you take to get at things widely and illogically scattered throughout the store. Where things are properly stored in compact space under the eye of the customer and in the immediate vicinity of the front counter, enough time is saved to pay for the entire outfit every year. This can be demonstrated in figures. I have demonstrated it in these columns already.

That all this is tangible and practical can be established by anybody who has his eyes open to what lies around him. You may choose any town and if you will

(Continued on page 53)

Financing Export Shipments



Various Methods Used Are Described by One Who Has Been in Export Business.

Payment by Draft the Most Commonly Used Procedure—Meaning of Different Terms.

Written for Canadian Grocer by C. M. MUTCH

THERE are no doubt to-day Canadian manufacturers who are making a quality product for which there is a reasonable domestic demand, but feel if their fields were enlarged they could manufacture in larger quantities at a lower cost. They have products for which they have received foreign enquiries, and which they would like to market abroad but perhaps have hesitated on account of not being sufficiently in touch with export markets and procedure, or have felt unable to finance the business. The object of this article is to endeavor to give to the smaller manufacturer having an export demand a few methods used by exporting houses when quoting terms to foreign buyers and when financing foreign shipments.

Canadian Grocer is constantly receiving enquiries from foreign houses asking to be placed in touch with sources of supply on different Canadian food products and assuming the export demand is presented, how is the manufacturer to quote in such a way as to interest the buyer and also protect himself? Manufacturers are all familiar with the charges and time involved in delivering their goods by rail to points in Canada and the United States and make their quotations and terms of payment accordingly. But it is the export business which includes using a steamer instead of a freight car, that seems to cause the difficulties. The difficulties, however, are not of such a nature that they cannot be overcome and the smaller manufacturer who believes in his product might be well repaid by making himself more familiar with the export machinery that is provided for his use and endeavor to turn it to his own advantage. The Department of Trade and Commerce at Ottawa have much information covering export procedure which is at the service of any manufacturer in Canada.

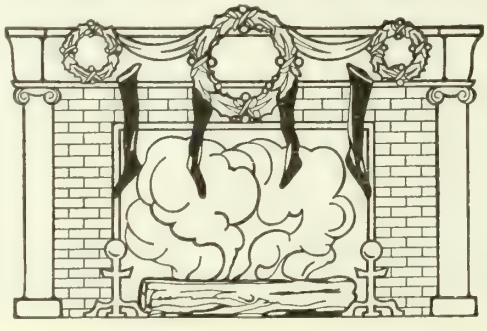
The Matter of Exchange

The foreign buyer often requests quotations in his own currency for the goods delivered to his nearest port. The question of currency brings up the problem of foreign exchange which at this particular time is a somewhat complicated one, and we believe the manufacturer who is not thoroughly conversant with the effects of a fluctuating exchange market, would for the meantime at least be well advised in confining his quotations to his own currency, leaving the profit or loss on the exchange to the buyer. Before making any quotation the exporter would satisfy himself as to the responsibility of the buyer and under what terms he could afford to sell him and what arrangements, if any, he would have to make to finance the order.

Since 1914 the banking facilities offered by our Canadian banks have been greatly increased and today there is nothing difficult or complicated in financing a legitimate export business. During the war, new terms and other methods were used by both bankers and manufacturers and today we have banking terms that may be confusing. But generally speaking the systems of conducting an export business are identical with the ordinary manufacturer's domestic business, viz., for cash, on open or restricted credit or by "collection by draft."

Seller's Market Meant Cash

The method of requesting cash with the order was used extensively during the war when there was a shortage of goods and where business was conducted in a "seller's market." In a buyer's market as we have today, or in a normal market it is not always a practical method. Most cash sales are carried through by the importer of the goods arranging with his own bank to pay to the exporter through the bank's agents in the country of the exporter, a certain specified amount (the sale price) when certain specified conditions have been complied with by the exporter. The ability of the buyer to make this kind of an arrangement depends largely upon his standing with his own bank. He might not necessarily put up the cash, but if his credit is good his bank would give assurance of payment, charging him with interest and commission. The exporter has, however, definite assurance from a responsible agent or bank that when he has complied with certain clearly defined conditions he will receive his money. This is known as a "Confirmed Letter of Credit" and enables the manufacturer to proceed with assurance of payment usually before the goods leave the country, and also permits him to finance on that assurance, dependent of course on his ability to fulfil the conditions of his "Letter of Credit." This arrangement, however, increases the cost of the goods to the buyer. He may have to arrange it when the exchange is very much against him, and might prefer to wait hoping for a more favorable exchange rate; or if his credit is fully employed it may necessitate placing with his bank additional securities or cash. In any event he has to pay interest and commission and if he is known to be responsible he may resent having to pay the additional charges and place his business where he can secure more favorable terms.



In shipping goods to foreign countries on open accounts the exporter, unless he has had a very satisfactory experience with that particular customer, may be unnecessarily encouraging losses. A manufacturer might feel highly flattered to think a merchant in South America whom he does not know desires to buy his goods and might proceed to ship. But unless he knows under what conditions he is shipping, and the hazards he is assuming, it is not at all unlikely that the transaction would turn out to be an unprofitable one. Open accounts or open credits are for the exporter who has been many years in the business—and he carries very few of them.

Draft Method Predominates

The great percentage of foreign business is conducted by the "Collection by Draft" method. Only it is known as

"Bills of Exchange." A bill of exchange is defined as "an unconditional order in writing addressed by one person to another signed by the person giving it and requiring the person to whom it is addressed to pay on demand or at a fixed date or determinable future time a certain sum in money to the order of a specific person or bearer."

Bills of exchange have a very definite place in all export and international financing. Space does not permit going into detail in all their various forms and uses. Their particular form is usually the banker's concern, but the exporter should be familiar with them. They are generally drawn "at sight" or so many days "after sight." Endorsed by the drawer they become bearer instruments to which the documents including bills of lading, insurance certificate, invoices, etc., are attached and which represent ownership of the goods shipped. The exporter may sell his draft which represents his bill against the buyer to his own bank or he may sell it on the open market with his instructions, which really are his conditions of sale, attached to the bill.

In this way he realizes, depending on his standing, practically the full amount of his account against the buyer and uses the money to continue his business. He has the assurance that the holder of the draft, who is really acting as his agent, does not lose possession of the goods until the draft has been paid or his contract of sale carried out. This might include handing over possession of the goods to the buyer on his "acceptance" of the draft, which practically becomes a promise to pay and is known as "Documents on Acceptance" (D/A), or it might mean the buyer was not to receive possession of the goods until the bill is paid in full, which would be "Documents on Payment" (D/P). In this way the exporter can realize by the sale of the draft to the bank on his account against the buyer and retain control of his goods until the buyer has fulfilled his end of the contract. The exporter, of course, must remember if the buyer does not meet his bills the bank looks to him for payment.

Get Banker's Advice

In all methods of financing export shipments, the exporter should endeavor to secure the advice, assistance and co-operation of his bankers. They may save him from many pitfalls and assist him in arriving at satisfactory working methods. The bank is, or should be familiar with the different methods of collection in different countries and is also in a position to assist in securing reliable information as to the character and responsibility of the buyer. If the smaller manufacturer will use the same precautions in dealing with his export accounts or inquiries that he does with his domestic business, and study the requirements of some of the foreign markets he need have no hesitation in tackling export business either on his own account with the banker's co-operation or through one of several Canadian export commission houses. He would of course study his product and know if there is a market in a given territory outside of any demand a particular buyer may have. If it is a food product, that the food or preparation does in itself satisfy the pure food requirements of that particular country and that the trade mark, label or any published descriptive matter is in order; also that he is permitted to ship out of his own country and that there are no restrictions against him in foreign markets. In other words, he determines if he has a marketable product that can be traded in and for which there is a reasonable demand.

In financing the export shipment the closest attention must be given to details and as far as it is possible to do so with safety. The exporter should endeavor to comply in every possible way with the wishes of his foreign buyer. Opportunities are always open to the manufacturer who studies the field.

JAMAICA LIKES TREATY

Kingston, Jamaica.—The first impression created here by the publication of the trade agreement between Canada and the British West Indies is considered to be that Canada has made a fair and even a generous offer by giving a preference to articles of export so important to this island as are sugar, cocoa-beans, cocoanuts, and rum. The one shilling preference on each bag of flour from Canada is undoubtedly generally favorable. It is agreed to as the most effective and handy method of preference, and as likely to stimulate the trade in flour with Canada, which has been growing during recent years. It is not considered likely, however, that this reduction of duty will reach the consumer.

OPPORTUNITIES IN TRINIDAD

Port of Spain, Trinidad. — The local Government announces a revision of the Customs tariffs under arrangements made with Canada for granting preference to her products, according to the decision reached at the recent Ottawa conference. Under the new revision all foodstuffs and cattle feeds produced in the British Dominions are made free of duty, as are also British-produced machinery and certain cotton goods and glassware.

The duty on United States foodstuffs is now 50 per cent. more than that on similar Canadian products.

The new tariff provides for the imposition of duties ad valorem, the goods being assessed for duty at the exchange rates instead of at par.

THE PROBLEM OF THE EXPORTER

"South African importers," says W. J. Egan, Canada's trade commissioner, "are anxious to purchase their requirements from Canada rather than the States. But to secure this trade Canada's manufacturers and shippers must go after it just as they go after their home business, with values as good as their competitors', remembering always that in overseas trade they are competing with manufacturers from every part of the world. And in connection with such effort it is essential that part of the manufacturers' output should be alotted for export, so that the oversea buyer may depend upon obtaining his supplies no matter what the passing phase of the home market may be."

MARKET FOR WOOD CLOTHES PEGS

Melbourne, Australia.—Large quantities of imported wood clothes pegs are annually required in Australia and are practically all supplied by United States manufacturers.

Leading Australian importers are desirous of getting into touch with Canadian manufacturers of these pegs and with approved samples and competitive quotations a very large business can be secured. For instance, one importing house alone is prepared to purchase from one to five carloads in each order and (provided the first bulk shipment landed satisfactorily), would enter into a contract for two or three years to purchase specified quantities in regular shipments.

CANADIAN GOODS IN JAPAN

A. E. Bryan, Canadian Government Trade Commissioner, Yokohama, Japan, reports that an important British firm long established in Japan, is now giving special attention to Canadian products and is publishing display advertisements regarding them in the newspapers of Yokohama and Tokyo.

WHAT THE WEST INDIES IS BUYING FROM US

The table below gives some interesting information on what Montserrat, B.W.I., purchased from Canada in 1918-19. In regard to dried fish, the figures are very favorable, showing that out of a total import of £2,281, Canada supplied £2,002. In pickled fish a higher percentage was even obtained, the total import being £447, and the Canadian £441. In regard to flour, out of a total quantity of 3,188 bags, Canada contributed 2,975 bags, or nearly the whole import.

	Total Import	Canadian Import
Cheese, lbs.	2,970	2,113
Cordage and twine, cwt.	105	68
Fish, dried, cwt.	845	729
Do., picked, bbls.	163	159
Flour, bags	3,188	2,975
Sugar, refined, lbs.	36,487	4,811
Tobacco, lbs.	8,644	1,280

Canned Fish Going to Australia

Australia imported fish from Canada in 1918-19 as follows:

Fish—	1918-19
Fresh or in cold process	£ 3,274
Preserved, in tins	184,970
Unspecified, n.e.i.	857
Potted	23
Smoked or dried (not salted)	314
	£189,438

CANADIAN GROCER

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UNFAIR COMPETITION

THE City of Hamilton has entered into competition with the dealers of that city who buy and sell potatoes. The city, on the assumption that profiteering in potatoes is going on, has undertaken to buy potatoes, selling them direct from the cars to the citizens at cost. Already several cars have been disposed of in this way.

Now Canadian Grocer is holding no brief for the profiteer, whether it be in potatoes or in any other commodity, but it does seem unfair and unjust that the honest merchant, who is trying to conduct his business profitably, should have to contend with such absolutely unfair competition as the circumstances in this case would indicate. The average merchant is paying his full share of taxes to maintain his town or city, and is entitled to better treatment. Any municipality with resources at its disposal is free to enter the business arena, and to offer competition to its business men that they are unable to meet.

The merchant who is paying municipal taxes, as well as business tax, to say nothing of sales tax, luxury tax, and so on, is surely entitled to some consideration in the community in which he is established, and setting up such unfair competition as appears to be the case in the City of Hamilton selling potatoes is not the best way to promote progress and enterprise in the business field of any town or city.

A protest has been made in the Hamilton Board of Control against the city's action, and the legality of the same has been questioned. But just at present the City continues to buy and sell potatoes.

GETTING READY FOR CHRISTMAS

WELL to the fore in the mind of every grocer at the present time should be the do-it-now maxim. Christmas is but little more than three weeks away and from now on there should be big business in the store. The departmental stores have been crowded for weeks because they started talking Santa Claus and Christmas long before any one else thought the eventful season was at hand. Now they are reaping the benefits of their foresightedness. It should be the same with the grocer. He Should talk and act Christmas every hour of the day and night. Let him decorate his store with Christmas trimmings. Let him fill his counters and shelves with Christmas suggestions and let him keep the Christmas idea predominant in his windows. He may never know how much business these things have brought him but, just the the same, this hammering away at "do your Christmas shopping early" will have its effect.

EDITORIALS IN BRIEF FORM

OPENING the eyes of retail clerks to what the store is selling—establishing a connecting link between window displays and stock—is necessary if the full value of the window to the merchant is to be realized.

* * *

"WINDOW DISPLAYS," says a successful retail grocer, "are the greatest silent force in modern merchandising. They are the pace makers for the salesman. Thirty per cent. of our sales may be traced directly to window displays."

* * *

IF you think business is going to the bow-wows, remember there are still 7,000,000 men, women and children who have got to eat to live.

* * *

EVERY time you weigh up a pound of coffee beans, remember it is the little things that count in conducting your business.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

For some year Woodstock, N. B., had a flourishing branch of the Retail Merchants' Association. Many members gradually dropped out, but some others continued their membership, paying their dues to the head office at St. John. These men claimed that the collection department alone was worth the yearly dues.

Miss Alward, the secretary of the provincial board, was here recently from St. John and succeeded in re-establishing the branch. A meeting of the merchants was held in the town hall. Robert Macaulay, of Macaulay Bros., St. John, ably addressed those present on the benefit of being in the association, and Mr. McIntyre, a grocer, also of St. John, told of the good the organization had done. There was a large attendance of merchants and much enthusiasm was shown.

ONTARIO

Richard Chapman has started business at 1736 St. Clair Avenue, Toronto.

H. Harty has opened a store at 545 St. Clair Avenue, Toronto.

D. C. McKenzie, 199 Boon avenue, Toronto, suffered loss by fire recently.

Fred Shelvock has accepted a position with the McMann grocery in Thorold, Ont.

Dr. Caldwell, of the Caldwell Preserving Co., Hamilton, Ont., is on a trip to the Maritime Provinces.

S. H. Moore, of S. H. Moore & Co., manufacturers' agents, Toronto, has been on a short business trip west to Vancouver.

Bickle & McKay, Toronto, have purchased the business at 1020 St. Clair Avenue, until recently owned by H. G. McKay.

The Brant County Farmers' Co-operative Society has appointed A. J. Thompson, Toronto, as manager, succeeding George Ballachey.

William Capstick, for many years the proprietor of a general store in Dorchester, Ont., passed away a few days ago, following a brief illness. He was 80 years of age.

James Connal, proprietor of the Peter Connal & Son store at Peterborough, Ont., is disposing of his stock, as he is obliged to vacate his present premises. He is retiring from business.

The death occurred in Hamilton, Ont., last week of William Dixon, one of the oldest fruit merchants in the Dominion. He was 72 years of age and is survived by his wife, two sons and one daughter.

The Retail Grocers' Association, Hamilton, Ont., held its first annual "At Home" last week. There was a large attendance.

The Shelburne Mills at Shelburne, Ont., is now under new management. Sam Phoenix and W. Stewart are the new proprietors.

W. D. McIntosh, for many years a grain merchant in Toronto, passed away at his home last week. He was in his 85th year, and was practically the oldest grain man in the city of Toronto.

Lemons grown on a tree in Oshawa, Ont., were recently shown in a grocery store in that town. The weight of one of the lemons was a pound and a half, and the tree on which they were produced is thirteen years old.

Mr. and Mrs. Henry Swan, 84 Woodlawn avenue, Toronto, recently celebrated the 54th anniversary of their wedding. Mr. Swan is still active in the grocery business of Swan Bros. on King street, Toronto. Eight children and ten grandchildren were present to celebrate the occasion.

The Commercial Travellers' Association, Toronto, has decided to hold a banquet some time in January, at which it is hoped to have the heads of the Canadian National and the Canadian Pacific Railways, and other prominent men of the country, give addresses on subjects of national interest. Committees have been appointed to make the necessary arrangements.

The executive officers of the Eastern Ontario and Ottawa District Board of the Retail Merchants' Association of Canada have decided to hold their annual district convention in Brockville, on Tuesday and Wednesday, January 11 and 12, 1921. It is expected that a large number of retail merchants in all classes of trade from the surrounding cities, towns and villages of the fifteen counties, including the city of Ottawa, will be present.

NEW COMPANY IS MAKING POWDERED AND CONDENSED MILK

The Bowes Milk Products, Toronto, has been incorporated with a capitalization of $500,000. This new company is a subsidiary of Bowes Co., Ltd., and has been organized for the manufacture of powdered and condensed milk.

Picton Merchants Meet to Consider Present Conditions

Mayor Newman of Picton, Ont., tendered a banquet to the merchants and business men of the town and county recently. About one hundred and forty business men were present. The idea was conceived by the Mayor, with the object of a "get-together" meeting to discuss the best methods of dealing with present conditions.

Mayor Newman is also president of the Board of Trade and an enthusiastic business man. A. J. Young, North Bay; William Taylor, Owen Sound, ex-president of the Associated Boards of Trade of Ontario; H. Blain, of the Eby-Blain Co., Toronto, and ex-president of the Toronto Board of Trade; Hon. Nelson Parliament and A. O. Hogg, Toronto, addressed the assembly, together with Warden Hazel and several local business men. The speeches savored of community spirit and optimism for the future.

NIAGARA FRUIT GROWERS MAY FORM CENTRAL SELLING ORGANIZATION

The fruit growers in the Niagara district, at a conference held in Winona the other day, discussed the question of centralizing their forces into one selling organization, instead of having several dealers and co-operative societies as at present.

Deputy Minister of Agriculture W. B. Roadhouse urged the advisability of the entire Niagara district being formed into one marketing organization. It was a deplorable fact that the growers had sustained the losses that they had in the past season. A representative of the C.P.R. was also present, and expressed the opinion that with one selling organization there was bound to result better transportation facilities.

A committee was appointed to formulate plans.

PROHIBITS THE EXPORT OF RICE

According to advices received by Canadian Grocer, the Government of British Guiana, South America, has prohibited the exportation of rice from the colony for one year.

Toronto Grocers Discuss Chain Stores

Meeting of the New Organization of Toronto Grocers Discuss Matters of Importance to the Trade—Obtaining a Large Profit on the Sale of Milk.

TORONTO, Dec. 1.—The first regular monthly meeting of the Toronto Retail Grocers' Association was held last evening in the Victoria Hall. This is a new association composed of members of the Grocers' Section of the Retail Merchants' Association, who, becoming dissatisfied with the results accomplished by affiliation with the Retail Merchants' Association, have formed a separate association and up to date some 82 members have enrolled.

The Selling of Milk

Following the business routine, animated discussions on important subjects to the trade were thoroughly entered into by the various members. One of the subjects brought up was the possibility of obtaining a larger margin of profit on the sale of milk. This was thought could be obtained if the dairies insisted on getting back all empty bottles, or the equivalent in cash. It was pointed out that the combined annual loss by all dairies in the city of Toronto in milk bottles amounted to $100,000. Several members stated that the dairy they bought milk from were now charging for the bottles, and have been doing so for the past year. This dairy sold them milk for one-half cent per pint less than the other dairies, who were not charging for the bottles. These members also said that they were selling more milk than ever since charging for bottles and that the half cent difference in the cost just meant about $100 extra profit at the end of the year.

Meeting Chain Store Competition

An interesting discussion on how best to meet the chain store competition followed. Robert Dowson, president of the association, stated that the competition of the chain store was becoming a serious menace to the smaller stores, and that with the chain stores, huge buying power the smaller store could not meet the price competition. It would only be a short time before these small stores would be forced out of business. Another member stated that the reason of the success of the chain store was the fact that they did not give credit or deliver, and that if all grocers were to adopt the same plan of operating they could also sell as cheap as the chain stores. He pointed out that some localities only were feasible to stores of the cash and carry idea and that these were the only fields that the chain stores invaded and that grocers with a business out of these fields had nothing to fear. The general tone of the members was that to meet the chain store competition, it was necessary for the grocers to organize, stick together and have one buying centre. There are already two organizations of this nature in the city who have membership of upwards of three hundred. Members of these buying organizations stated that they are buying their requirements fully ten per cent. less than when buying through the regular wholesale channels.

BURGLARS CARRY OFF SAFE FROM GROCER'S STORE IN WEST TORONTO

A daring burglary was perpetrated in West Toronto the other night, the thieves carrying off a large safe containing about $2,000 worth of Victory bonds, $50 in money, and other valuables from 2591 Dundas street, occupied by Mrs. Sarah Ross, grocer. The occupants of the house on their return from church found the side door on Humberside avenue had been opened by the key, which Mrs. Ross had placed under the door mat, and the safe, weighing about 250 pounds, carried off. Nothing else in the house had been touched.

Lord Leverhulme Is Optimistic in Business Outlook

Lord Leverhulme, of Lever Bros., manufacturers in England and Canada, was a visitor to Toronto last week, looking over his Canadian interests as represented in his factories in Toronto. Lord Leverhulme is optimistic in regard to the business outlook, and on the occasion of his visit a few days ago expressed himself as a believer in the maintenance of high wages and a high spending power among people generally. He referred to the fact that it is often the sentiment that is created among people that results in a slackening or a quickening of buying as the case might be. He instanced this fact by remarking that if it was published in the paper that prices of a certain commodity were going up, then everybody would start buying, and on the other hand if it was reported that prices were declining, people would hold off, waiting for further falling off.

In Canada as well as in England there is nothing to worry about as far as conditions of trade are concerned, according to Lord Leverhulme. He thought the readjustment of business to pre-war levels was being carried out quite satisfactorily.

Opens New Building

In declaring the new building of Lever Brothers, Eastern Avenue, officially open for business, his Lordship said, in addressing the 500 employees present that he realized this was not quite the proper time to extend one's business, but he believed it was not a mistake. "People are too much inclined to run to the same side of the boat in times of crisis or panic," he continued. "If we keep our heads and places and not run to the same side of the rocking boat—keep our courage in our right hands—all will be well. It is production we want. If we have our factories alive and we maintain a high level of wages we will prosper. We need more factories to deal with the produce and crops of the farms, and if we have them we can increase our trade."

J. A. SIMMERS, LTD., IS NOW IN HANDS OF NEW OWNERS

Toronto, Dec. 1.—The J. A. Simmers, Ltd., seed business on King street east, near St. Lawrence market, established in 1856 by J. A. Simmers, a concern known all over Canada, has passed into the control of John G. Purvis, general manager of the William Rennie Company, and C. S. Morrow of Morrow & Company of 89 Front street east. The capital stock of the Simmers Company was $150,000.

The transfer of the company to the new owners is the direct result of the death in August last of D. A. Coulson, the last surviving official of the company. Messrs. Purvis and Morrow made their first offer to purchase in October last, but the deal was only recently completed by the parties. The new owners are now in charge.

OTTAWA GROCERS WANT THE EARLY CLOSING BY-LAW ALTERED

Ottawa, Ont.—At the regular meeting of the grocers section Retail Merchants' Association recently it was decided to call the special bread contracted for the "Pure Food Loaf." This name was very warmly endorsed as a great boost for the Pure Food Show, in which so many of the members are interested.

A committee was appointed to interview the legal representative with the object in view of getting the early-closing by-law altered to follow that of the city of Winnipeg, and J. C. Campbell, secretary of the Ottawa and Eastern Ontario Retail Merchants' Association, will then be requested to act. Mr. Campbell announced the next meeting place of the convention to be Brockville on Jan. 11 and 12. Twenty-five dollars was donated to the Red Cross Fund.

SAYS BUTTER AND BACON ARE NOT GROCERIES

Magistrate Cohen, in Toronto, the other day, ruled that butter and bacon were not groceries.

Sam Vito, a keeper of a general store, was up for a breach of the early closing law in regard to groceries, and evidence given by the police showed that he had sold butter and bacon after the legal hours.

"Butter and bacon are not groceries to my knowledge," said Magistrate Cohen, "but close your store at 7 o'clock after this."

NEWS FROM WESTERN CANADA

WESTERN

Krycki Bros. have opened a new grocery and general store in Yorkton, Sask.

H. Parker has opened a grocery and confectionery business at Souris, Man.

Fire did slight damage recently to the factory of the Triangle Homemade Jam Co. in Edmonton.

Ross Richardson, of Richardson-Green, Limited, Winnipeg, is on an extended business trip east.

S. C. Burton, general sales manager of Cameron and Heap Company, Regina, Sask., was a visitor to Winnipeg last week.

W. E. Davis, of the Western Grocers, Limited, Winnipeg, has just returned from a business trip out West, where he has been visiting the branches of the above firm.

Retailers Want Wednesday Half Holiday Legislation

Edmonton.—That provincial legislation providing uniform regulations throughout Alberta with respect to weekly half-holidays for stores would be beneficial to merchants in general, was the opinion of a meeting of the local Retail Merchants' Association held recently in the Alexandra block.

It was thought that municipal by-laws in the various cities caused too great confusion among farmers, and that this tended to detract from business.

The Wednesday closing law, as opposed to Saturday closing, was unanimously endorsed. Calgary, Medicine Hat, Lethbridge and other Alberta cities, it was pointed out, had adopted the system of a Wednesday half-holiday, and, after a thorough trial of this, had now no desire to return to Saturday closing.

It was decided also to request municipal authorities when proclaiming civic holidays, such, for instance, as Citizens' Day at the annual exhibition, to set these for Wednesday or Saturday, if possible, so that there would not be more than two days in one week upon which stores would be required to close. Also, the association favored legislation whereby the weekly half-holiday would be abandoned in any week during which a Dominion statute holiday occurred.

BRITISH CHEMISTS SAY SOAP CAN BE MADE FROM CLAY

Soap from clay is the promise made by a group of British chemists who have been working on the utilization of this plentiful material for a number of years and who have just established the commercial usefulness of their discoveries. Their work is being described in a series of articles in a technical paper by Prof. F. C. Weston, a leading British authority on colloidal chemistry, who has been in touch with their experiments.

Stripped of all technical verbiage, what this group has discovered is a method of making use of china clay which is found in large quantities both in Britain and America, not as an adulterant, but as an ingredient in soap making. Soap, as most people know, is made now from fat, and fat is scarce and expensive, and is becoming scarcer and more expensive every year. China clay is plentiful and cheap. It can be had for the digging and the process of turning it into soap-making material is cheap and easy. It is claimed that it can be used up to fifty per cent. in combination with the usual fatty acids in soap making and that the soap thus made lathers as well, is as cleansing, and as pleasant to use as soap made in the old way of all fat. What this means to industry may be realized when it is stated that fats for soap making cost at present in England something like $200 a ton, while the refined china clay can be produced and sold at an excellent profit for something like $75 a ton.

So far, the clays used have been from the famous Cornish beds, but experiments with Georgia clays have demonstrated that they can be used equally well and no doubt there are many other clays in America that are equally suitable.

SELLS 180 BOTTLES OF WINES IN TWO DAYS

(Continued from Page 34.)

who has ginger ale prominently displayed the year round. Advertising in the newspapers, suggestion and displays have now made ginger ale a staple article in this store. Customers order it as regularly as they do the ordinary lines of groceries. During the last flu epidemic this firm's sales were averaging twenty-five dozen bottles a day simply because they realized the possibility of ginger ale as a stimulant to parched throats and fever-racked bodies. The advertising of this firm created such an interest in this line at this particular time that doctors were recommending it to their patients and directing them to buy it at this store.

The Yuletide an Opportunity

But it is at the Yuletide season that the merchant has the opportunity to make sales on these lines that should equal the hottest week during the summer months. Customers spend their money freely at this season and nearly everyone will take home a bottle of wine, grape juice or a few bottles of ginger ale. Suggestion by display or sales talk will create the interest that usually results in extra sales and the goodwill of the customer.

Building Big Sales in Cranberries Is This Grocer's Experience

"FOR the past several years we have always made it a practice to push the sales of cranberries for preserving," stated a retail grocer to Canadian Grocer recently. "Coming as they do when all other preserving fruits are past, and the fact that most homes will have emptied a few bottles of fruit, in my experience, it is only a matter of suggestion to get customers to put down a few jars of cranberries, or to make cranberry jelly to use next summer with cold meats. The first year I tried to sell cranberries for preserving, the sales were not very large and customers did not seem to realize how nice preserved cranberries taste, especially for breakfast during the hot summer days. Now we have customers asking us to let them know when cranberries will be at the best for preserving. Our sales are now averaging two barrels a week. In displaying goods of this nature, I believe in bulk displays, that is to show a large quantity at one time. At the beginning of the season we dump a couple of barrels of cranberries into a window and place a card on them, suggesting that now is a good time to preserve them. We also make it a point to suggest cranberries to the customers when they are leaving their orders. In this way we have built up quite a large business on cranberries, many people coming here for their cranberries year after year who practically buy very little of anything else."

The majority of people only use cranberries as an accompaniment for meat or fowl and then promptly forget all about them. Cranberries are an essential article of food because they counteract the acid of meats, fish and egg foods and are very rich in the mineral substances demanded by the body for good digestion and assimilation.

Apart from the medicinal properties, cranberries make delightful jelly and preserves. There are many ways of using cranberries that the merchant could suggest to his customers that will greatly stimulate sales.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE feature of the grocery market is the decline in flour, following the recent receding prices in the wheat market. Sugar which has been a feature during the past few weeks shows indications of clearing and prices becoming stabilized. The grocery business as a whole is reported satisfactory.

MONTREAL—The pork market has strengthened up this week with better price paid for hogs on account of the smaller supplies offered. This gives a stronger tendency to the whole pork market including bacon and smoked meats. The price of butter declined one and two cents per pound. The same is true of the cheese market. Eggs are holding firm at the high prices and there is every indication that they will remain that way for some time. The demand for eggs is good particularly for the strictly fresh eggs. Poultry quotations are practically the same as they were a year ago at this time and the supply is sufficient to meet the improved demand. Honey is also a little higher. The sugar market does not show any more strength although there has not been any change during the week. The refiners have not yet determined a standard price. Molasses is reduced in price again. There is another reduction of fifty cents per barrel on flour and other flour compounds are also reduced in price. Higher prices are quoted this week on onions. The sugar market has affected the jam prices so that there is a reduction on most jam quotations this week. The price of some jelly powders is also affected by the sugar market. The spice market is reported quiet and a slight reduction is recorded in the price of white pepper. Still lower prices are quoted on oranges and some dealers quote lower prices for lemons. Apples are all a little higher and imported grapes are in exceptionally good demand. There is an excellent demand for dried fruits and nuts at this season and jobbers report an even better movement than was expected with a strong market for both. California muscatel raisins are quoted a little higher. There is a reduction in the price of pressed hops following the curtailment of the demand in the United States.

TORONTO—Stocks of refined sugar have been greatly reduced during the past two weeks and refiners are of the opinion that refineries will soon resume operations. The sugar market is still irregular but there are indications that the situation is clearing. Recent reports from the London tea market indicate that teas of all grades have shown a slight increase in prices. The extremely large stocks of low grade teas is the principal factor in holding prices at the low basis as it is the opinion that there can be no substantial increase until the supply is greatly reduced. The latest figures on the stocks held in London show a total of 167,750,000 pounds, an excess of 50,000,000 pounds over warehouse holdings a year ago. There is an indication that cereals will be reduced all along the line. Rolled oats, cornmeal and flaked wheat show reductions during the week. The flour market is weak with prices down 70 cents per barrel under a very small demand. On the other hand, millfeeds are firm with a heavy demand noted. Dried fruits are steady and unchanged. Nuts are holding steady under an active demand due no doubt to the approach of the Christmas season. Slight reductions have been made on manufacturers' list price of jams but as the jam situation is very similar to that of sugar, prices are very irregular with quotations by wholesalers greatly varied. However, by the first of the new year, state jam manufacturers, the situation will become stabilized and prices will be named on a lower basis. Potatoes are the centre of attraction in the vegetable market, prices tend easier under heavy shipments.

A substantial break in the price of live hogs occurred during the week but as we go to press the market has steadied although packers are trying to hammer prices down another dollar. Reductions amounting to 2 to 5 cents per pound have been made on fresh pork cuts, smoked hams and bacon also cooked hams. Lard and shortening tend easy with prices lower. Eggs are firm while butter continues easy. The poultry market is easy under heavy receipts.

WINNIPEG—The sugar situation remains unsettled. Corn syrups and starches are expected lower in a very short while. The rolled oat market is reported easier and further declines are expected. Coffee, tea and spice market remains unchanged. New shelled almonds have arrived on the market and are being offered at attractive figures as compared with last year's. Flour dropped during the week.

QUEBEC MARKETS

MONTREAL, Dec. 1.—The sugar refiners have so far been unable to come to any settlement among themselves and quotations are still indefinite. The general price is $12 less five per cent. Molasses is reduced in price probably in view of the new crop which is expected in January. Flour is again reduced in price, this time the reduction amounts to fifty cents per barrel. As a result of this some prepared flour is also reduced in price. There is an advance this week in the price of onions and the potato market shows more strength. The continuing low prices on sugar have caused a reduction on many brands of jam and jam compound. Jelly powder is also affected by the sugar market and one firm have reduced their quotations by twenty cents per doz. The spice market is reported to be rather quiet since the trade is well supplied until the new year. White pepper is slightly reduced this week. Oranges are a little cheaper this week and in some cases lemons are quoted lower. The dried fruit and the nut market is much stronger as a result of the exceptionally good demand that is being experienced for the Christmas trade. California raisins are advanced in price this week.

Sugar Market Unsettled

Montreal.

SUGAR.—There is no change in the sugar market this week. The refiners have not yet made any settlement among themselves and various prices are quoted. The general price is $12 per 100 less the usual discount of 5 per cent. Just what the next change in the sugar market will be it is very hard to state. Some of the refiners report some very good business but others claim that the trade is holding off. This apparently is the most general course since the wholesalers and the retailers are afraid to buy and are only handling the necessary stocks. Definite prices on sugar cannot be quoted as yet because the refiners are quoting various prices and there are no standard quotations.

No Change in Cereals

Montreal.

CEREALS.—Following the decline in the price of rolled oats of last week there is no further change in prices this week. The market is steady with very good amount of business in cereals.

Oatmeal, gran., fine standard	....	5 50
Rolled oats, 90 lbs.	....	4 10
Pearl Hominy	....	6 25
Cornmeal, Gold Dust Brand	....	3 90
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley	....	7 25
Beans, Ont.	....	4 25
Do., Can.	....	4 00
Do., California	....	3 75

Molasses Prices Reduced

Montreal.

MOLASSES.—The molasses market shows a big drop this week, probably in view of the new crop which will be out in January. The reduction is as much as 17 cents per gallon. This makes the price now $1.20 per gallon in the City of Montreal and $1.15 per gallon outside of the city. There is no change in the quotations on corn syrup.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 09
Half barrels, about 350 lbs.	....	0 09¼
Quarter barrels, about 175 lbs.	....	0 09¾
2 gal., 25-lb. pails, each	....	2 85
3 gal., 38½-lb. pails, each	....	4 25
5 gal., 65-lb. pails, each	....	6 85
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	6 60
5-lb. tins, 1 doz. in case, case	....	7 45
10-lb. tins, ½ doz. in case, case	....	7 15
	Prices for Island of Montreal	
Barbadoes Molasses—		
Puncheons	....	1 20
Barrels	....	1 23
Half barrels	....	1 25
Puncheons, outside city	....	1 15
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	....	6 00
3-lb. tins, 2 doz. in case, case.	....	8 25
5-lb .tins, 1 doz. in case, case.	....	6 80
10-lb. tins, ½ doz. in case, case	....	6 65

Coffee and Cocoa Unchanged

Montreal.

COFFEE AND COCOA.—There is no change this week in either of these markets. The demand is very good but the coffee market is on the decline. This decline is a slow process and the trade are well aware of conditions so that there is no fear of the market, consequently sales are not affected.

Stronger Tea Market

Montreal.

TEA.—The tea market is unchanged this week. The tendency of the market is towards higher prices for the better grades in the very near future and perhaps a scarcity of Japan teas since the crop is reported to be short.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Higher Prices on Raisins

Montreal.

DRIED FRUIT.—Stronger prices are quoted by jobbers on California raisins. Muscatels have advanced in price. The new price is 27 cents for the two crown. This advance is in some cases as much as two cents per pound. The demand for dried fruits, like nuts, is very good just now and the market is very firm.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 16
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 27
Do., 1 Crown	....	0 25
Do., 3 Crown	....	0 28
Do., 4 Crown	....	0 28½
Turkish Sultana, 5 crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16 oz.	0 25	0 27
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	....	0 27½
Currants, loose	....	0 20
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Stronger Market for Nuts

Montreal.

NUTS.—There is no change in the nut market this week. There is a very firm tone to this market for the last two weeks as a result of the Christmas business which has proved to be better than the importers expected and it is feared that present supplies of some lines will not be sufficient to meet the demand.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled	0 50	0 60
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 38
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	....	0 18
Do., Barcelona	0 17	0 19
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Jumbo	0 30	0 33
Do., extra	0 16	0 19
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, Java, per lb.	0 29	0 30
Do., No. 1 Virginia	....	0 14

Do., shelled, No. 1 Virginia...	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 29	0 30
Do., large, No. 2, polished	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot Walnuts	....	0 25
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 50
Do., Bordeaux	....	0 58
Do., Chilean, bags, per lb.	....	0 33
Do., Spanish, shelled	....	0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

White Pepper Shade Lower

Montreal.

SPICES.—The dealers state that the spice market is rather quiet at the present time. Grocers have bought up their stocks for the Christmas trade and business is rather at a standstill. Slightly easier prices are quoted upon ginger, both Jamaica and Cochin. White pepper is quoted a little lower also. This market does not change to any extent and prices are generally steady.

Allspice	....	0 20
Cassia (pure)	0 32	0 35
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 18
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	....	0 60
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 31
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 35
Do., white	....	0 40
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 65
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Jam Prices Are Reduced

Montreal.

JAMS.—Owing to the continuing low market on sugar lower prices are quoted this week on jams. Raymond brand compound jams are reduced 3 cents per pound to 18 cents. Orchard brand is reduced ½ cent to 27½ cents per pound. Some other brands are also reduced in price varying from 1 cent per pound to ½ cent per pound, according to brand and quantity of package.

Canned Goods Prices Steady

Montreal.

CANNED GOODS.—No change in the quotations given on canned goods is recorded this week. Prices are steady. Elsewhere in market quotations some changes are given in the prices on jams on account of the lower price of sugar.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	2 15	2 20
Beans, Refugee	2 15	2 20
Corn, 2s	1 57½	1 62½
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 45	1 50
Do., 2½s	1 75	1 80
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 67½	1 77½
Do., gallons, doz.	5 25	5 50
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	....	3 50
2½-lb.	....	....
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	....	5 60
Do., 2-lb.	....	3 70
Greengage Plums, heavy syrup	....	2 90
Pineapples (grated and sliced), 2½-lb.	5 40	4 80
2-lb.	4 60	4 80
1-lb.	....	2 50
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Rice Market Unsettled

Montreal.

RICE.—There is no change in the rice market this week. The market is still in its unsettled condition. Tapioca is likewise unsettled. One of the local wholesalers is quoting as low as 8½ cents for pearl tapioca but this is much lower than the general quotations.

RICE—		
Carolina, extra fancy	....	....
Do. (fancy)	....	....
Rangoon "B"	....	12 50
Rangoon "CC"	....	12 25
Broken rice, fine	....	8 00
Bell rice, fine	....	16 00
Bell broken rice	....	10 00
Texas rice	....	10 50
Siam	....	7 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras	....	0 07
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Self-Rising Flour Lower

Montreal.

PACKAGE GOODS.—As a result of the continual decline in the price of flour one of the firms manufacturing self-rising flour is quoting lower prices this week on both that product and on pancake flour.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50	....	4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	5 80
Do., 18s	....	2 12½
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 50
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Do., self-rising, doz.	....	1 60
Wheat Food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	7 30
Do., 20s, case	....	7 50
Self-raising Flour (3-lb. pack.) doz.	....	3 00
Do. (6-lb. pack.), doz.	....	5 90
Corn Starch (prepared)	....	0 11½
Potato flour	....	0 13
Starch (laundry)	....	0 09¾
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Shredded Wheat	....	4 95
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case	....	4 70
Package Cornmeal	....	4 25
Malt Breakfast Food (36 pkgs.)	....	12 50

Decline in Hop Prices

Montreal.

MISCELLANEOUS.—The hop market which had a sudden advance some time ago due to the abnormal demand in the United States is now on the decline due to legislative restrictions on its sale. There is therefore a decline of 5 cents on pressed hops this week, making the price 60 cents per pound. Jello is reduced 20 cents per dozen as a result of the lower prices on sugar.

Another Reduction on Flour

Montreal.

FLOUR.—There is a further decline in the price of flour this week amounting to 50 cents per barrel. This makes a total decline of $2.65 per barrel since the month of September. Prices quoted now vary slightly according to the brand. $11 is quoted by one of the millers on Royal Household and Quaker Flour is quoted at $11.10. These prices vary according to the nature of the shipment. The decline in the price of flour as quoted is due to the continuing decline in prices of wheat.

Lower Prices on Oranges

Montreal.

FRUIT.—Lower prices are quoted this week on California and Florida oranges. The prices on these now range about $8.50. Almerias grapes are a little dearer this week with bigger demand in view of the Christmas trade. They are now quoted at $9.50 per keg, an advance of 50 cents on the previous price. Apples, too, are a little dearer, an advance of 50 cents per barrel being quoted on nearly all kinds. Lemons are practically unchanged in price but the market is not very strong at present quotations.

Apples—		
Do., Fameuse, per bbl.	9 50	10 00
Do., Wealthy No. 1, per bbl.	....	7 50
Do., No. 2, per bbl.	....	7 00
Do., Alexander, per bbl.	7 00	7 50
Do., Greening	7 00	7 50
Do., Baldwin	7 00	7 50
Do., Russet	7 00	7 50

Bananas (as to grade), bunch...	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96..	....	5 00
Do., Florida, 54, 64, 80, 96.....	....	6 00
Lemons, Messin a.....	3 00	4 00
Oranges, Cal., Valencias	....	10 00
Do., 100s and 150s	....	10 00
Do., 176s and 200s	....	10 00
Cal. Navel Oranges, 126-250s ...	....	8 50
Do., Florida, 150-216s	....	6 50
Jamaica Oranges, 176, 200, 216..	....	5 50
Pineapples crate	....	8 50
Pears, Keiffers, per hamper....	....	3 00
Canteloupes, crate (45)	....	9 00
Tokay Grapes, per box	....	5 00
Blue Grapes, 6 qts.	....	0 55
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	9 50
Cranberries, per bbl.	....	14 00

Chicory, doz.	....	0 50
Carrots, doz.	....	0 25
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)..	1 40	2 40
Do., sweet hamper	....	3 50
Spinach, box	....	0 75
Turnips, per doz.	....	0 40
Montreal Tomatoes, per box ...	....	2 50
Cauliflower, per doz.	....	0 90
Spanish Onions, per case	....	6 00
Yellow Onions, per cwt. bag....	....	1 50
Red Onions, per cwt.	....	2 50

Higher Prices for Onions

Montreal.

VEGETABLES. — Slightly higher prices are quoted this week on Spanish onions. The advance in price is about 75 cents per bag, making the price $6. Red onions are quoted 25 cents per bag higher at $2.50. There is no change in the prices quoted on potatoes. The market holds very strong, with a tendency towards higher prices.

Beets, per doz.	....	0 25
Cucumbers, Montreal, per doz....	....	0 20
Cabbage, Montreal, doz.	0 50	0 65

Higher Prices for Honey

Montreal.

HONEY.—Slightly higher prices are quoted this week for honey by the wholesale dealers. Prices in Canada have been holding high and in fact honey can be bought across the border and sold here in competition with Canadian honey. The advance in price this week amounts to 1 cent per pound and the demand is very good.

Buckwheat honey	0 18	0 19
White clover honey	0 25	0 26

ONTARIO MARKETS

TORONTO, Dec. 1.—The sugar situation shows indications of becoming stabilized, stocks have shown a big reduction during the week with yellow sugar practically unavailable. Rolled oats and flaked wheat have been reduced. The market for cereals is weak with a tendency for a reduction all along the line. One brand of package oats has dropped 20 cents per case. Dried fruits are steady and unchanged. Nuts are moving freely, due to the approach of the Christmas season. Coffees continue with an easy tone. Teas show a slight increase in primary markets. Rice quotations are lower. One brand of marmalade has been reduced. Potatoes tend easier with prices down. Flour is reduced 70 cents per barrel, while millfeeds are holding firm under an active demand.

Sugar Market Nearly Stable

Toronto.

SUGAR.—The sugar market is still unsettled and irregular, but there are indications that the situation is clearing up. There has been a big reduction in stocks during the past week. Yellow sugar is practically off the market, with an advance of 35 cents per hundred on the differentials. Dominion granulated is quoted on a basis of $11.21 and other refineries at $12.21.

St. Lawrence, extra granulated, cwt. ...	12 21
Atlantic, extra granulated	12 21
Acadia Sugar Refinery, extra granulated	12 21
Dom. Sugar Refinery, extra granulated	11 21
Canada Sugar Refinery, granulated	12 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 65c; No. 2, 75c; No. 3, 85c.

Acadia granulated. advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons 50/2s, 70c. Yellows same as above.

Syrups Unchanged

Toronto.

SYRUPS.—There is no change in syrups or molasses. The demand is fairly active.

Corn Syrups —		
Barrels, about 700 lbs., yellow	....	0 08
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 15
Cases, 5-lb. tins, white, 1 doz. in case	....	6 85
Cases, 10-lb. tins, white, ½ doz. in case	....	6 55
Cases 2-lb. tins, yellow, 2 doz. in case	....	5 55
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 25
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 95
Cane Syrups—		
Barrels and half barrels, lb...	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	....
New Orleans, bls., gal.....	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz. Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Rolled Oats and Wheat Lower

Toronto.

CEREAL.—The cereal market is weak with indication of a decline all along the line. Rolled oats are further reduced to $4.00 per bag, a drop of 15 cents. Cornmeal is now quoted at $5.00 per bag. Flaked wheat is reduced 25 cents per barrel, now quoted $7.50.

	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	7 75
Barley, pot, 98s	6 25
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	5 00
Do., fancy yellow, 98s	5 75
Oatmeal, 98s	5 00
Oat Flour	....
Corn Flour, 98s	6 25
Rye Flour, 98s	6 25
Rolled Oats, 90c	4 00
Rolled Wheat, 100-lb. bbl.	7 50
Cracked wheat, bag	6 75
Breakfast food, No. 1	6 25
Do., No. 2	6 25
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	8 40
Blue peas, lb.	0 10
Marrowfat green peas	0 07
Graham Flour, 98s	6 00
Whole wheat flour	5 85
Wheat kernels, 98s	7 35
Farina, 98s	6 20

Package Peas Lower

Toronto.

PACKAGE GOODS.—There are indications that reductions will be made on package cereals, although manufacturers point out that the cost of cartons is still high, which does not permit a big reduction. Robin Hood oats have been reduced 20 cents per case, now quoted at $5.60 for the large size and $2.00 for the small size. Cooker package peas are reduced to $2.85 per case.

PACKAGE GOODS

Rolled Oats, 20s, round, case....	5 60	5 80
Do., 20s, square, case.....	5 60	5 80
Do., 18s, case	2 00	2 12½
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case		6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case..	....	2 85
Cornstarch, No. 1, lb. cartons ..	....	0 11½
Do., No. 2, lb. cartons	....	0 10
Laundry Starch	....	0 09¾
Do., in 1-lb. cartons	....	0 10¼
Do., in 6-lb. wood boxes	....	0 13¼
Do., in 6-lb. tin canisters	....	0 14
Celluloid Starch, case	....	4 70
Potato Flour, case 20 1-lb. pkgs.	....	2 60
Do., case 24 12-oz. pkgs.....	....	2 30
Fine oatmeal, 20s	....	6 80
Cornmeal, 24s	....	3 70
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s....	....	4 00
Buckwheat flour, 24s	....	4 00
Two-minute Oat Food, 24s	....	2 75
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 70
Do., pearl, case	....	3 70
Scotch Pearl Barley, case.....	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to to case	....	7 15
Do., Buckwheat Flour, 18 to case.	....	3 65
Do., Pancake Flour, 18 to case.	....	3 65

Spices Hold Steady

Toronto.

SPICES.—There is no change in the spice market. Quotations are holding steady under a quiet demand.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	....	0 65
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35

Do., Jamaica	....	0 45
Mustard, pure	....	0 55
Herbs — sage, thyme, parsley,		
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	....	0 75
Peppers, black	....	0 33
Do., white	....	0 45
Paprika, lb.	0 80	0 85
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 55
Do., 80s	....	0 60
Do., 64s	....	0 70
Do., ground	0 40	0 50
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 20
Carraway seed, whole	....	0 30
Turmeric	....	0 28
Curry Powder	....	0 40
Cream of Tartar—		
French, pure	0 65	0 75
American high-test, bulk	0 65	0 75
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Dry Fruits Active
Raisins Moving Freely

Toronto.

DRIED FRUITS.—Raisins are moving freely in a firm market. New Hallowee dates are quoted at 16 cents per pound and Fard dates at 30 cents. Layer table raisins are in active demand, boxes containing 20 one-pound packages are quoted at $7.75.

Evaporated apples	....	0 15
Candied Peels, American—		
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	0 18½	0 19
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.	....	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 25
Dromedary, 9 doz. in case	....	7 25
Fard, per lb.	....	0 30
Hallowee dates, per lb.	....	0 16
Figs—		
Smyrna layers, 4 crown, lb.	....	0 26
Do. layers, 6 crown, lb.	....	0 30
Pulled figs, 5-lb. box, each	....	1 50
Prunes—		
30-40s, 25s	....	0 25½
40-50s, 25s	....	0 23½
50-60s, 25s	....	0 19½
60-70s, 25s	....	0 16½
70-80s, 25s	....	0 14½
80-90s, 25s	....	0 12½
90-100s, 25s	....	0 11¾
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 28
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas	....	0 26
Thompsons, Seedless	....	0 29
Valencia	0 23	0 25

Nuts Move Freely

Toronto.

NUTS.—With the approach of the Christmas season, nuts are commencing to move more freely. The market generally is holding steady and unchanged. Quotations on shelled Spanish peanuts are reduced two cents per pound, now quoted 15 cents. Chinese peanuts are quoted at 12 cents, a reduction of 1 cent.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	....	0 14
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	9 50
Cocoanut, unsweetened, lb.	....	0 35
Do., unsweetened, lb.	....	0 42
Do., shred	....	0 30
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 48	0 55
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	....	0 55
Peanuts, Spanish, lb.	....	0 15
Do., Chinese, 30-32 to oz.	....	0 12
Do., Java	....	0 14
Brazil nuts, lb.	....	1 20
Pecans, lb.	....	1 15

Coffees Continue Easy

Toronto.

COFFEES.—While there has been no material change in quotations on coffee, there are indications that a shading in prices will be made. Coffees are now arriving that have been bought on the lower basis and a reduction on blends and straight coffees can be looked for.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaice	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santo	....	0 42

Teas Show Slight Increase

Toronto.

TEAS.—Recent reports from the London tea market indicate that teas of all grades have shown a slight increase in quotations. The extremely large stocks of low grade teas are the principal factor in holding prices at the present basis as it is the opinion that there can be no substantial increase until the supply is greatly reduced. The latest figures on the stocks held in London show a total of 167,750,000 pounds, an excess of 50,000,000 pounds over warehouse holdings a year ago.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Rice Quotations Lower

Toronto.

RICE.—The rice market continues with an easy tone. Honduras broken rice is reduced to 8 cents per pound. Japans are also reduced, now quoted at 11½ cents.

Marmalade Lower

Toronto.

CANNED GOODS.—Quotations on canned goods are holding steady under an improved demand. Jams are in an easy situation with indications that prices will be reduced at the end of the month. Shirriff's marmalade has been reduced and now quoted as follows: 10-ounce jars, $2.75 per dozen; 12-ounce, $3.15; 16-ounce, $3.85; 22-ounce, $5.10; 2-pound jars, $6.90, and 4-pound tins, $11.40 per dozen.

Salmon—		
Sockeye, 1s, doz.	....	5 80
Sockeye, ½s, doz.	....	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Choe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	....	1 72½
Peas, Standard, doz.	....	1 75
Do., Early June, doz.	1 90	2 00
Do., Sweet Wrinkle, doz.	....	2 25
Beets, 2s, doz.	1 45	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 5
Pumpkins, 2½s, doz.	1 20	1 25
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., do.	....	4 75
Peaches, 2s, doz.	....	3 50
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 27
Black Currants, 16 oz., doz.	....	5 15
Do., 4s, each	1 34	1 43
Gooseberry, 4s, each	1 20	1 43
Do., 16 oz., doz.	....	4 60
Peach, 4s, each	....	1 13
Do., 16 oz., doz.	....	4 50
Red Currants, 16 oz., doz.	....	5 50
Raspberries, 1 6oz., doz.	5 15	5 35
Do., 4s, each	1 34	1 43
Strawberries, 16 oz., doz.	5 15	5 55
Do., 4s, each	1 34	1 43

Potatoes Again Lower

Toronto.

VEGETABLES.—Large quantities of potatoes are arriving and prices are further reduced. The general quotation is around $2 per bag but some dealers were asking as high as $2.35 in small lots. California cauliflower is offered at $3 per crate. California iceberg lettuce is down 50 cents, now quoted $6 per crate. Other vegetables are steady and quotations unchanged.

Cabbage, Can., per bbl.	....	1 50
Parsley, domestic, per 11-qt. bask.	....	0 50
Carrots, per 75-lb. bag	....	0 75
Turnips, per 75-lb. bag	....	0 65
Parsnips, bag	....	1 25
Onions, 100-lb. sack	....	1 75
Do., Spanish, large crate	....	6 50
Potatoes, per bag	2 00	2 35
Sweet Potatoes, hampers	....	2 90
Celery, crates, 6to 7 doz.	4 00	5 00
Hot house cucumbers, doz.	....	5 00
Hot House tomatoes, lb.	....	0 40
Mushrooms, 3-lb. bskt.	....	3 00
Cal. Head Lettuce, 4 doz. crate	....	6 00
Cauliflowers, crate	....	3 00

Pineapples Now Offered

Toronto.

FRUIT.—Cuban pineapples are offered at $7.50 to $8.50 per case according to the size. Oranges are arriving freely with quotations holding steady. Cranberries are firm with quotations up $1.50 per box, now quoted at $9.50. Florida tangerines are selling freely at $6 per half boxes.

Oranges, Floridas—		
126s, 150s, 176s, 200s, 216s	....	7 00
250s	....	6 75
288s, 324s	5 75	6 00
Cal. Navels, per case	8 25	8 50

Grapefruit—		
64s, 70c. 80s	....	5 50
96s, 126s	....	5 00
Bananas, Port Limons	....	0 10½
Lemons, Cal.	4 50	5 00
Do., Messinas, 30s	....	4 50
Pears, Oregon, per box	....	6 50
Grapes—		
California Emperors	....	....
Do., drums	....	8 50
Malagas, bbls.	11 00	15 00
Apples, Ontario—		
Spies, No. 1s	....	7 00
Spies, No. 2s	....	6 00
Baldwins, No. 1s	....	6 00
Baldwins, No. 2s	....	5 00
Greenings, No. 1s	....	6 00
Greenings, No. 2s	....	5 00
B. C. in boxes	....	4 00
Cranberries, ½ barrels	....	9 50
Pomegranates, half box	....	4 50
Pineapples, per crate	7 50	8 50
Tangerines, Florida	....	6 00

Honey Offered Freely

Toronto.

HONEY.—Dealers report that honey is now being offered quite freely, whereas at the beginning of the season bee men had a tendency to hold back supplies. The market has an easy tone with indications for a shading in prices.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
Honey, Extracted, white clover Ontario, No. 1, white clover, in 30 and 60 pound tins	....	0 25
10 lb. tins, per lb.	....	0 26
5 lb. tins, per lb.	....	0 27

Flour Drops 70 Cents

Toronto.

FLOUR.—The flour market continues with an easy tone under a reduction of 70 cents per barrel. First patents are now quoted at $11.10 and seconds at $10.60.

FLOUR—		
Patent Firsts, in jute bags, per barrel	....	11 10
Do., seconds, in jute bags, per barrel	....	10 60

Millfeeds Are Firm

Toronto.

MILLFEEDS.—There is a heavy demand for millfeeds. The market is ruling firm. Shorts are now quoted at $42.25 per ton. Bran at $40.25 and middlings at $52.25 per ton.

MILLFEEDS—		
Shorts, per ton	....	42 25
Bran, per ton	....	40 25
Choice Middlings, ton	....	52 25

WINNIPEG MARKETS

WINNIPEG, Dec. 1. — The sugar market is still unsettled with prices varied. Corn syrups and starches have a tendency to be lower. Rolled oats are quoted lower. The coffee market remains with an easy tone. Rice market is weak with a tendency for lower prices in the near future. Shelled nuts are moving freely with a firmer tendency on shelled walnuts. Flour prices have been reduced. Navel oranges are arriving freely but lower prices are expected.

Sugar Remains Unsettled

Winnipeg.

SUGAR.—During the past week an eastern refinery reduced their prices on granulated sugar from $12 to $11. Other Canadian refiners have shown advances and sugar prices ruling on the local market are being quoted from $11 to $13 per cwt.

Corn Syrups Easier

Winnipeg.

SYRUPS.—The corn syrup market is reported easier and from all indications a decline is expected very shortly. Molasses remains unchanged and the demand has greatly improved.

CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 45
Cases, 5-lb. tins, white, 1 doz. in case	....	7 20
Cases, 10-lb. tins, white, ½ doz. in case	....	6 95
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 95
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 85
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 60
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 35
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	6 35
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz.	....	24 50
Pure, 10s, per case of ½ doz.	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Starches Are Easier

Winnipeg.

STARCHES.—There is a tendency that prices on starches will reach a lower level in view of the decline of the corn market.

Rolled Oats Lower

Winnipeg.

CEREALS. — Rolled oat quotations have shown a decline of 25 cents per bag during the past week. The oat market is weak and further declines on rolled oats are not unlikely. The demand for cereals is reported fair.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons	4 75	6 00
Do., 36s, case, square cartons	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	....	3 80
Puffed Wheat, 3 doz. case, case	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Cream of Wheat, 3 doz. case, case	....	9 00
Grape Nuts, 2 doz. case, per case	....	8 83
Package Peas, 3 doz. case, case	....	3 75
BULK CEREALS		
Rolled Oats, 80s, per bag	....	3 55
Do., 40s, per bag	....	1 85
Do., 20s, per bag	....	0 96
Do., 10-8s, per bale	....	4 35
Do., 15-6s, per bale	....	5 15
Oatmeal, 98s, gran. or stand., bag	....	5 50
Wheat Granules, 98s, per bag	....	7 30
Do., 16-6s, per bale	....	8 00
Peas, whole, green, 100-lb. bag, per bush.	....	4 75
Do., split, yellow, 98s, per bag	....	8 45
Do., split, yellow, 49s, per bag	....	4 35
Beans, fancy, hand picked, 100 lb. bag, bushel	....	4 55
Do., Lima, 100-lb. bag, per lb.	....	0 15¾
Barley, Pot, 98s, per bag	....	5 50
Do., pearl, 98s, per bag	....	7 00
Cornmeal, 98s, per bag	....	4 00
Do., 24s, per bag	....	2 05
Do., 10-10s, per bale	....	5 10
Buckwheat grits, whole, 98-lb. bags, per bag	....	10 50

Tea Market Unchanged

Winnipeg.

TEAS.—The primary tea market for fine grade teas has shown no change since our last issue. The demand for tea locally has shown a slight improvement with quotations unchanged.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 48	0 50
Do., second quality	0 43	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 38	0 42
Broken Pekoe, first quality	0 62	0 60
Braken Orange Pekoe, first qual.	0 58	0 63
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 45
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 49	0 51

Coffee Market Easy

Winnipeg.

COFFEE.—The primary coffee market continues with an easy undertone. The demand for coffee has shown a decided improvement on the local market.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Snatos, lb.	0 42	0 44
COCOA—		
In 1-lbs., per doz.	....	6 80
In ½-lbs., pe rdoz.	....	3 40
In ¼-lbs., per doz.	....	1 75
In small size, per doz.	....	1 30

Spice Market Firm

Winnipeg.

SPICE.—There is no change in the prices quoted on spices this week and the local market is firm with a very good demand.

Allspice, Jamaica, best quality, lb.	....	0 28
Cassia, Batavia, per lb.	....	0 38
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 75
Ginger, washed, Jamaica, No. 1.	....	0 65
Do., Jamaica No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz.	....	0 30
Pepper, black, Singapore ex., lb.	....	0 36
Do., white, do., per lb.	....	0 50
Pickling, ¼-lb. pkg., per doz.	....	1 00
Do., bulk, No. 1, per lb.	....	0 28
GROUND SPICE.		
Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.	....	0 30
Do., No. 2, bulk, per lb.	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15

Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 80
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75
Do., No. 1, 4 oz. cartons	....	1 75
Cayenne, No. 1, bulk, per lb.	....	0 40
Do., No. 1, 2 oz. cartons	....	1 20
Ginger, No. 1, bulk, per lb.	....	0 65
Do., No. 1, 2 oz. cartons	....	1 35
Do., No. 1, 4 oz. cartons	....	2 05
Do., No. 2, bulk, per lb.	....	0 45
Mace, No. 1, bulk, per lb.	....	0 85
Do., No. 1, 2oz. cartons	....	1 65
Do., No. 1, 4 oz. cartons	....	2 70
Nutmeg, No. 1, bulk, per lb.	....	0 50
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 85
Pastry spice, No. 1, bulk, per lb.	....	0 40
Do., No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 80
Pickling spice, No. 1, bulk, per lb.	....	0 38
White Pepper, No. 1, bulk, per lb.	....	0 49
Do., No. 2, Singapore, per lb.	....	0 47
Black peper, No. 1, bulk, per lb.	....	0 32
White pepper, No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 95
Black pepper, No. 1, 2 oz. cartons	....	0 95
Do., No. 1, 4 oz. cartons	....	1 60

Rice Market Weak

Winnipeg.

RICE.—The primary rice market continues weak and lower prices are being looked forward to after the first of the year.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 14¾
Do., 50-lb. sacks, lb.	....	0 14⅞
Siam, Elephant, 100-lb. bags	....	0 11½
Do., 50-lb. bags, lb.	....	0 11⅝
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 10½
Do., in less quantities, lb.	....	0 11¼
Tapioca, pearl, per lb.	....	0 08¾

Canned Goods Unchanged

Winnipeg.

CANNED GOODS.—Prices on canned goods are being well maintained and retailers are now buying just sufficient quantities as their trade demands. Eastern jam manufacturers have reduced their prices on jams approximately 7 per cent. on these lines.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	3 35
Do., ½s, 4 doz. case, doz.	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case	....	22 00
Do., ½s, flat, 8 doz. in case	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case	....	16 25
Cohoe, 1s, tall, 4 doz. case	....	18 00
Do., ½s, flat, 8 doz. case	....	16 00
Pink, 1s, tall, 4 doz. case	....	9 50
Do., ½s, flat, 8 doz. case	....	11 00
Humpback, 1s, tall, 4 doz. case	....	8 60

CANNED FRUIT (Canadian)		Per case
Apples, 6 tins in case, per case	3 00	3 85
Blueberries, 2s, 2 doz. case	....	7 15
Cherries, 1s, 4 doz. case	8 25	9 00
Peaches, 2s, 2 doz. case	7 00	7 65
Pears, 2s, 2 doz. case	8 30	9 00
Plums, Greengage, 2s, 2 doz. case	....	6 45
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 05
Raspberries, 2s, 2 doz. case	10 50	11 00
Strawberries, 2s, 2 doz. case	9 75	10 00

CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 85
Peaches, 2½s, 2 doz. case	....	13 25
Peaches, sliced, 1s, 4 doz. case	....	15 00
Do., halved, 1s, 4 doz. case	....	15 00
Do., 2s, 2 doz. case	....	10 00
Pears, 1s, 4 doz. case	....	17 00
Pineapples, sliced, 2s, 2 doz. case	8 00	8 75

CANNED VEGETABLES		Per case
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	2 75
Beans, Golden Wax, 2s, 2 doz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 75
Corn, 2s, 2 doz. case	3 80	4 20
Peas, Standard, 2s, 2 doz. case	4 00	4 40
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2½s, 2 doz. case	....	7 00
Pumpkin, 2½s, 2 doz. case	....	3 00
Sauer Kraut, 2½s, 2 doz. case	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz. case	4 00	4 60
Spinach, 2½s, 2 doz. case	6 75	7 25

Valencia Raisins Arrive

Winnipeg.

DRIED FRUIT.—Valencia raisins are now on the market and are reported to be selling freely. Two varieties, layers and selected, in boxes of 14 and 28 lbs., are quoted at 25½ to 26 cents per lb.

DRIED FRUIT		
Evaporated Apples, per lb.	....	0 18
Currants, 90-lb., per lb.	....	0 22
Do., 8 oz. pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 20
Do., Tunis, bulk, lb.	....	0 26¾
Do., Package, 3 doz. case, lb.	....	0 15
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt.	....	0 35
Peaches, standard, per lb.	0 28	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	1.56	1.62
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton.	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 28
40-50s, 25s, per lb.	....	0 26
50-60s, 25s, per lb.	....	0 23½
60-70s, 25s, per lb.	....	0 20¾
70-80s, 25s, per lb.	....	0 19
80-90s, 25s, per lb.	....	0 17
90-100s, 25s, per lb.	....	0 16¾
In 5-lb. cartons, per carton	....	1 25

New Almonds on Market

Winnipeg.

NUTS.—The shelled nut market has shown a good deal more activity this week. The trade on walnuts has been active and firmer prices are now ruling. Prices on shelled almonds show no material change. The new crop has arrived on the market and is being quoted at lower figures than last year. There is no change in shelled peanuts. Shelled brazils are reported slightly easier and further reductions may be looked forward to after the first of the new year.

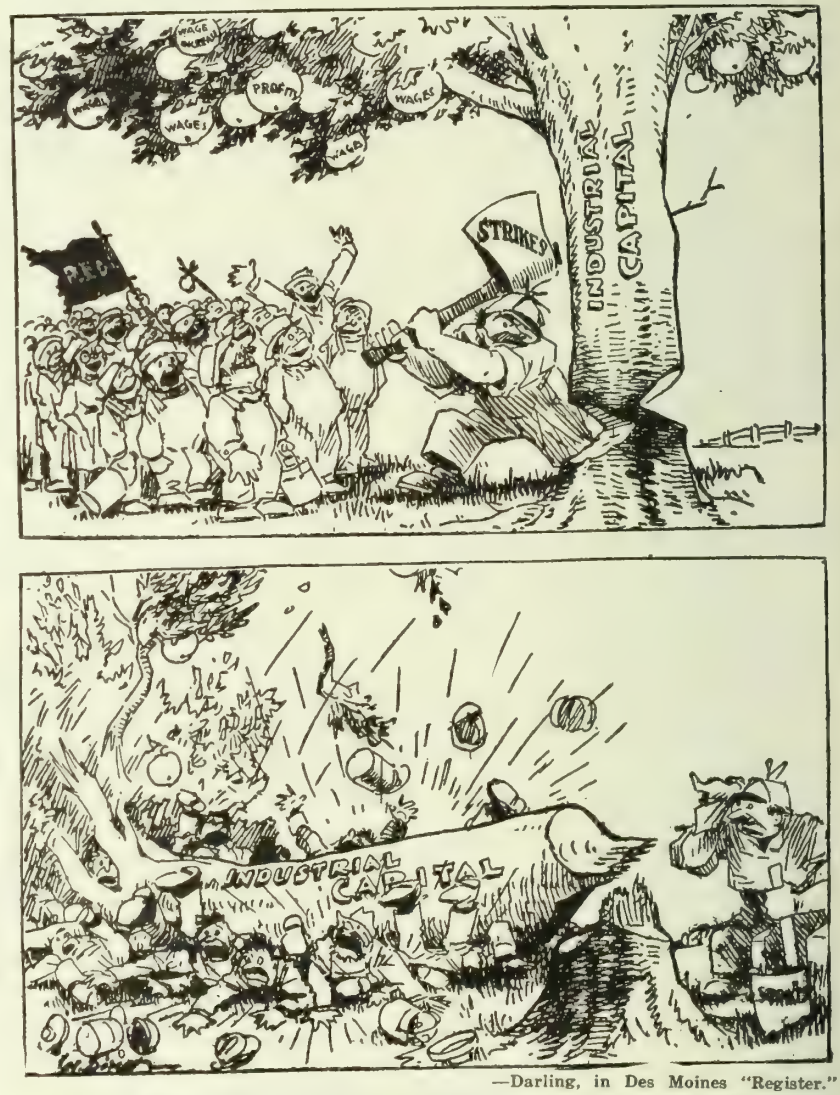
Flour Prices Lower

Winnipeg.

FLOUR.—Flour dropped during the week in sympathy with the drop in price of wheat; 98-pound sacks are now quoted at $5.42½. Retailers are reported to be buying just enough to meet their requirements.

FLOUR—		
Man., hard wheat, 98-lb. sacks	....	5 42½
RYE FLOUR—		
White, 98-lb. sacks	....	5 00
Medium, 98-lb sacks	....	4 60
Dark, 98-lb. sacks	....	3 25
Rye Meal	....	3 75

(Continued on Page 51.)



—Darling, in Des Moines "Register."

Surely There Must be a Better Way to Gather Apples

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 1.—Sugar dropped 50 cents, now quoted $11.00 per hundred. Flour is reduced 60 cents per barrel. Hams are one cent per pound lower, while most cuts bacon are two cents lower. Squirrel brand peanut butter dropped 50 cents per dozen on ones and $1.50 per dozen on fives. Roasted peanuts are 15½ to 16½ cents per pound. New-laid eggs are advanced to $25.50 per case. Storage eggs are $19.50 to $21.00 per case. Dog biscuits and matches are slightly higher. Lever Bros. castile soap is down 60 cents per case.

Flour first patents bbl.	....	11 00
Do., second patents, bbl.	....	10 80
Beans, B.C.	7 25	7 50
Rolled oats, 80s	....	3 60
Rice, Siam	9 00	10 25
Japan, No. 1	10 00	12 50
Tapioca	8 00	9 00
Sago	8 00	9 00
Sugar, pure cane, gran., cwt.	....	13 02
Cheese, No. 1, Ont., large	0 31¼	0 32
Alberta cheese, twins	....	0 30
Do., large	....	0 29½
Butter, creamery, lb.	....	0 63
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s	....	18 60
Eggs new laid, local case	....	25 50
Do., storage, case	19 50	21 00
Tomatoes, 2½s, standard, case	4 30	4 60
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case	4 35	4 60
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case	9 75	10 40
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples evaporated 50s	0 18	0 20
Do. 25s, lb.	0 19	0 21
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	....	8 50
Prunes, 90-100s	0 10¾	0 11
Do., 70-80s	0 13¾	0 14½
Potatoes, local, ton	....	45 00
Walnuts, per lb.	....	0 30
Pecans, lb.	....	0 30

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Dec. 1.—All grocery lines and especially the fruit market show signs of brightening for the Christmas trade. Jamaica grapefruit at $5.50 are replacing the higher priced California grapefruit at $9.00, while Floridas sell at $6.50. All sizes California navel oranges are down, averaging $11.00 per case. Potatoes remain strong at $2.00. Granulated sugar remains unchanged, but yellow is advanced 25 cents per hundred. Flour is lower, now quoted $14.50. Rolled oats dropped 25 cents per bag. Oats are down 10 cents per bushel.

Flour, No. 1 patents, bbl.	....	14 50
Cornmeal, bags	....	3 50
Rolled oats per bag	....	5 00
Rice, Siam, per 100 lbs.	....	11 00
Tapioca, 100 lbs.	....	15 00
Molasses (extra fancy Barbadoes)	....	1 25
Sugar, standard, granulated	....	11 00
Do., No. 1, yellow	....	10 25
Cheese, Ont., twins	....	0 28
Eggs, fresh, doz.	....	0 80
Lard, compound	....	0 22½
Lard, pure, lb.	....	0 31
American clear pork, per bbl.	....	52 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 50
Hams, aver. 9-12 lbs.	....	0 43
Do., aver. 12-18 lbs.	....	0 43
Do., aver. 18-25 lbs.	....	0 40
Roll bacon	....	0 35
Butter, creamery, lb.	....	0 57
Do., tubs	....	0 50
Raspberries, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 80
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	1 92½
Apples, gal., N.S., doz.	....	5 00
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 16
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	2 00
Beans, white	....	4 50
Do., yellow eye	....	7 25
Bananas, lb.	0 10½	0 11½
Lemons, Cal.	....	9 00
Oranges, all sizes	....	11 00
Grapefruit, Florida, case	....	6 50
Do., Jamaica	....	5 50
Apples—		
Kings, No. 1	....	7 00
Do., No. 2	....	6 50
Do., Dom.	....	5 55
Do., No. 3	....	4 50
Oats, per bush.	....	1 05

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 1.—A further reduction is noted in most lines in the grocery market during the week. Manitoba flour declined 70 cents, now quoted $13.35. Cornmeal dropped 90 cents, now $4.60. Molasses now quoted $1.15. Yellow sugar has advanced to $10.35. Compound lard declined to 21½ and 22 cents. Breakfast bacon is easier at 42 to 45 cents per pound. Fresh eggs are firmer and prices advanced 5 cents per dozen. Oranges declined to $9.00 and $11.00. Malaga grapes are selling at $10.00 to $12.00 per keg. Stocks of Emperor grapes are finished. There is a good supply of poultry on the market and the indications are that prices at Christmas time will be much lower than last year. Turkeys, ducks and geese are selling at 60 cents per pound, chickens at 50 cents and fowl at 40 cents per pound; it is expected that these prices will be maintained for some time.

Flour, No. 1 patents, bbls., Man.	....	13 35
Cornmeal, gran., bags	....	5 50
Cornmeal, ordinary	....	4 60
Rolled oats	....	10 50
Rice, Siam, per 100 lbs.	12 00	12 50
Tapioca, 100 lbs.	15 00	16 00
Molasses	....	1 15
Sugar—		
Standard, granulated	....	11 10
No. 1, yellow	....	10 35
Cheese, N.B.	0 29½	0 30
Eggs, fresh, doz.	....	0 85
Do., case	....	0 70
Lard, pure, lb.	....	0 31¼
Do., compound	0 21½	0 22
American clear pork	54 00	55 00
Tomatoes, 2½s, standard, case	....	4 20
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 42	0 45
Butter, creamery, per lb.	....	0 65
Do., dairy	....	0 60
Do., tub	....	0 58
Peaches, 2s, standard, case	7 15	7 20
Corn, 2s, standard, case	....	3 60
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....
Potatoes, per bbl.	....	3 50
Lemons, case	6 00	6 50
Oranges, case	9 00	11 00
Bananas, lb.	....	0 13
Grapefruit, case	7 00	8 00

GENERAL MARKET REPORTS

(Continued from Page 50.)

Navel Oranges To Be Lower

Winnipeg.

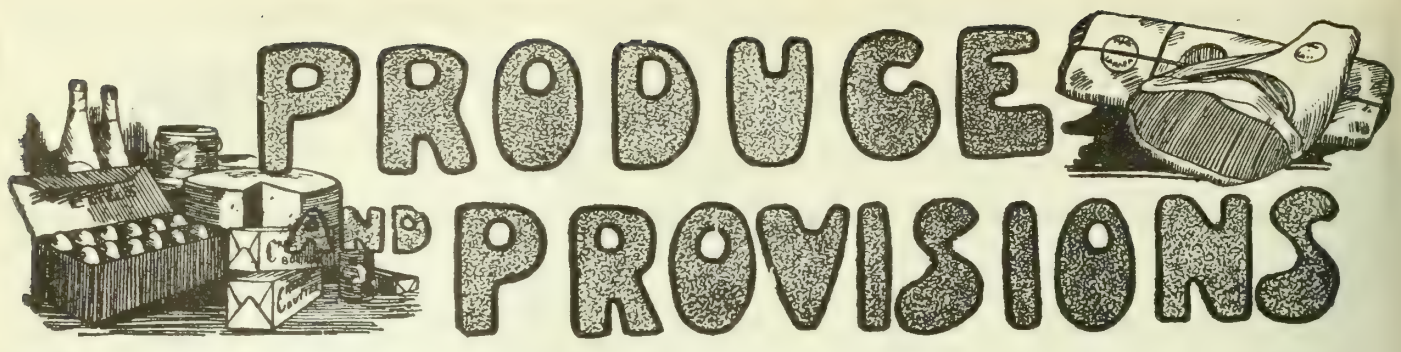
FRUIT.—Navel oranges are arriving freely and lower prices are expected. Bananas remain scarce and prices are well maintained. Spanish Malaga grapes are in good demand and are quoted at $16 per keg. Various varieties of winter apples are in good demand and prices have shown a slight decline.

ORANGES—		
Navel, 176 and smaller, case	....	10 00
150s per case	....	9 50
125s, per case	....	9 50
Lemons, California, per case	7 00	7 50
FLORIDA GRAPE FRUIT—		
64-72s, 80s and 96s, per case	....	8 00
54s, per case	....	7 00
Bananas, per lb.	....	0 15
GRAPES—		
Emp. Grapes, in lugs, per lug	....	6 00
Do., per keg	....	10 00
PEARS—		
B.C. D'anjo pears, per case	....	6 50
Winter Nelles, per case	....	5 50
APPLES—		
B.C. Wagners, unwrap., per cs.	....	3 25
10 case lots, per case	....	3 15
McIntosh Reds, No. 1, per box	....	4 00
Wagners No. 1, per box	....	4 00
Delicious, No. 1, per box	....	5 25
Do, No. 2, per box	....	4 50
Ont. Spys, No. 1, per bbl.	....	9 50
Baldwins, No. 1, per bbl.	....	8 50

Vegetables Are Steady

Winnipeg.

VEGETABLES.—California vegetables such as cauliflower, lettuce, and tomatoes are now on the local market. California head lettuce is quoted at $7.50 per case, cauliflower $3.50 per case, and tomatoes $6 per lug. Jersey sweet potatoes are in good demand and are quoted at $4.50 per hamper. All other lines of vegetables remain unchanged.



Fish Sales Over 700 Pounds a Week

Todd Bros., Guelph, Ont., Have Heavy Sales of Fish from Week to Week—Meat Department Shows Big Revenue—Week-End Sales of Sausages.

TODD BROS., Guelph, Ont., sell from seven hundred to one thousand pounds of fresh fish every week during the season when fresh fish is available. Of course throughout the winter months sales of frozen and smoked fish are also very heavy. The fish end of the combined grocery and meat business of Todd Bros. is on a large scale. Oysters, too, constitute a gratifying turnover, this firm making a feature of them on Fridays and Saturdays of each week.

Heavy Trade in Meats

"Our meat business is really heavier than our grocery trade," Mr. Todd told a representative of Canadian Grocer the other day. "But meat and grocery departments certainly can be run well together. Of course we have a lot of customers for meat and fish, who do not patronize our grocery department, but our meat business has also been the means of bringing trade to our grocery section. They work for each other, and while they are two separate and distinct departments, it is very often possible to make sales of groceries, because of the meat section next door."

The two departments are entered from the outside through separate entrances, and inside, they are reached through swing doors.

Make the Most of Displays

Todd Bros. make the most of window displays, both in the meat and grocery departments. It is in this way that business is attracted very often to the grocery department, people coming in to the meat store are impressed with something on display in the grocery and invariably sales are made. This firm uses regular advertising space in the town papers, and, particularly at the week-ends, they make a feature of certain specials. For instance, they very often make sales of sausages at the week-end a specialty. "We usually have a sale of sausages on Friday and Saturday," Mr. Todd told Canadian Grocer. "We usually dispose of from three to four hundred pounds at the week-end. We make all our own sausages and we guarantee them as being made from the very best meats obtainable."

Todd Bros. do not adhere to the policy of selling just one brand of bacon. They carry three brands, and declare that they are selling all three brands equally well.

Watching the Fast Days

Discussing the sale of fish with Mr. Todd, he expressed the opinion that fish was not a difficult line for the grocer to carry. Their business in fish was one of the best revenue-producers. This firm has a calendar hanging in the store on which is marked all the days on which fasts are observed by certain sections of the community. Close scrutiny is kept on these dates, and extra supplies of fish are ordered for these occasions. Sales of fish are increased in this way, and Mr. Todd believes that by following this procedure, the grocer who is carrying fish from week to week, can do much to build a bigger business. By advertising at these times and ordering sufficient quantities to meet the demand, Todd Bros. have brought fish trade up to the figures that have been referred to, at the beginning of this article. "We are handling oysters in containers almost altogether now," stated Mr. Todd, "and believe that economically and from the standpoint of time-saving convenience, it is the best way."

Fresh Fish Season Draws to a Close

Next Week Will See the End of the Present Fresh Fish Season on All Lakes—Government Competition, Bad Weather and Loss of Nets Have Been Problems to Contend With in Season Now Closing.

By D. B. Drysdale

NEXT week will see the close of the fresh fish season on all lakes. The past season has not been any better than normal to the producers, owing to government competition, bad weather and loss of nets. The cost of nets has increased as much as three and four times over pre-war prices. Certainly the price of fresh fish has not increased to this extent.

Heavy Cost of Nets

One small producer east of Toronto has lost as much as $600 in nets at a time, and with this loss would have to make enormous hauls to show a profit on the season's business. During the past week one of the largest fishing concerns on Lake Erie has closed up, being forced into the receiver's hands.

It has always been a question as to why more grocers don't carry a stock of fish, especially in the winter. There is really nothing disagreeable about a line of frozen fish in a grocery store, and provided the weather is cold they do not require any more attention than to see that they are kept in the cold.

Frozen fish are always dressed, and speaking of profit, well, there is a profit that won't be found in other lines, such as sugar and a great many other lines of staple groceries that are not new and it is just a case of supply and demand.

A Profitable Department

A great many grocers through the country have a regular fish department and confidentially speaking point with pride to it and look on this part of their business as a very profitable one. They run practically no risk in carrying a stock of fish because as a rule they never buy more than a day's supply ahead.

Now the consumption per capita of fish in Canada, not including the canned lines, figures out at about the rate of one meal in every thirty being made on fresh fish. There is no doubt but that this could be increased, as most fish eaten today is consumed by people who probably have it regularly three times a week.

Display Is Essential

If a grocer carries a line of fish it should be given a proper display. Anybody knows that the purchasing of food for home consumption is left to the lady of the house and because we so seldom see a display of fish that this article of food is practically never thought of or left off the menu for the simple reason that no one in the district carries a stock of fish.

In the late fall practically every grocer gets a box of haddies, and one of fillets, puts them in a corner where they won't be seen and if they are called for he has them. But as for trying to build up a regular trade in fish by laying them out, displaying them and in this way getting an idea of what he could really do in fish, well, the thought in most cases never enters his mind.

"FREE" CHEESE IN ENGLAND

A Canadian Government Trade Commissioner in Great Britain in reviewing the cheese situation in the Old Country states that it will be remembered that in May, 1910, Canadian, American, and Dutch cheese were released from control provided a maximum retail selling price of 1s. 6d. per pound was maintained. The demand for this "free" cheese was so great that the price of Canadian was soon rushed up to 160s. to 164s. per hundredweight, with the result that it became impossible for the average retailer to handle it so as to make any profit at the maximum of 1s. 6d. per pound.

Rather than increase that price the Food Ministry decided to re-impose control. On August 2, 1919, after three months of "free" cheese, the Food Controller announced that all cheese shipped to the United Kingdom after 1st August would be requisitioned on arrival by the Ministry at 1s. 2d. per pound, landed terms. The effect of this order was to put a complete stop to private trading in imported cheese, as it was, of course, impossible to purchase on a basis of 1s. 2d. per pound. Throughout the winter there were constant rumors that control was definitely coming off, but the spring of 1920 was well advanced before any change took place.

At the end of April the welcome announcement was made that the Government had decided not to make further purchases of cheese, and that for the future private traders were free to purchase and import cheese from any source except Australia and New Zealand, the Ministry of Food having already secured the exportable surplus in these countries for the 1919-20 season of production. The maximum retail price of 1s. 8d. per pound remained in force until 24th May, when it was abolished, and Canadian, American and Dutch cheese became thenceforth once more entirely free from Government control and restriction of every kind. In consequence of the Government continuing to market their Cheddar cheese freely at 1s. 8d. per pound, free cheese has been sold at or under that figure.

WELL EQUIPPED STORES DRAW TRADE

Continued from page 37

look about it you will find that grocers who have well equipped stores are the most prosperous. Maybe you think this is "mere fad" on the part of the buying public. If that were absolutely true—which it happens not to be—would not that be reason enough for putting proper equipment into your stores? From whom will you get your living, let alone prosperity, if not from the buying public?

But this prosperity arises from many things.

It is the result of the fact that people—the aforesaid buying public—are attracted to your store in preference to others. Then they are led to buy many things they would not have bought if the goods were not so well displayed—and that helps you. They are further led to disregard little differences in price when your goods look so much cleaner and more tempting than those of the cheaper man. They also buy higher grade articles, and those are always more profitable to handle. All these things work together for your greater profit.

From your end of the deal comes all the advantages of realizing full weight instead of suffering depreciation through evaporation and the other losses I have indicated, from the ease with which you handle things and the time you save thereby, and from the direct economy of having fewer people employed in any given storet hat is properly equipped to do a given amount of business.

I dwell on these things from time to time as they occur to me, because I know that good fixtures pay big returns. The outfits obtainable now are beautifully planned for every kind of store and, considering what they do for the merchant, they are really very cheap.

ENGLISH HOP INDUSTRY RECOVERING

The total production of hops in England this year is estimated at 31,248,000 pounds, according to the American agricultural trade commissioner at London. This figure represents a yield of about 10,080,000 pounds above the total returns realized from the crop last year and is only about 896,00 pounds below the average production of the years 1910-1919.

Hops may not be imported into the United Kingdom at present except by special permit issued by or under the authority of the English food controller. This regulation was imposed with a view to assisting the industry of hop growing in the United Kingdom to recover from the injury which it suffered during the war.

FIGS ARE BEING HARVESTED

According to J. F. Niswander, vice-president and general manager of the California Peach Growers' Association of Fresno, the present season has been rather more profitable than that of 1919 for those engaged in the peach and fig growing business. The peach crop, he says, for this season went around 24,000 tons, as against 32,000 tons last season. The peach crop is now about in and the greater part has already been shipped. Figs, he says, started coming into the warehouses last week. This crop, he estimates, will run around 9,000 tons, and believes that fully half the tonnage has already reached the association warehouses.

NEW YORK BANK HELPS CUBAN SUGAR PLANTERS

Havana.—The National City Bank, of New York, has notified its Havana branch to place $10,000,000 at the disposal of Cuban sugar planters, in order to enable them to prepare for the coming crop.

This is believed by interested parties probably to be the first of a series of measures to be taken by different financial institutions, independently of action by the Cuban Government, to assist Cuba to weather its present financial difficulties.

A plan for the extension of credit to European sugar importers to enable them to buy Cuban sugar, which they are now said to be virtually prohibited from doing because of the high rate of exchange, is under contemplation along with other movements aimed at bettering the nation's position in the world's sugar markets.

COMMERCIALLY SPEAKING

Japanese advertisers believe in a lavish use of similes.

"Step inside!" is the invocation of a big multiple shop in Tokio. "You will be welcomed as fondly as a ray of sunshine after a rainy day. Each one of our assistants is as amiable as a father seeking a husband for a dowerless daughter. Goods are dispatched to customers' houses with the rapidity of a shot from the cannon's mouth."

A grocer proclaims that his "superfine vinegar is more acid than the tongue of the most fiendish mother-in-law."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec.—A reaction in the hog market this week is the feature of the produce reports. The advance is about one half cent per pound and is the result of smaller offerings on the market. While this has not affected the pork quotations directly it has caused a weaker feeling. There is no change in the beef market. The continuing weaker feeling on the cheese market which is more pronounced than usual this week has resulted in a drop of one cent per pound on cheese quoted in a wholesale way. Butter is also lower this week there being a drop of as much as 2½ cents per pound on the primary markets and about one cent per pound on the wholesale market. The lard and shortening market remain steady. There is an advance of one cent per pound in the price of honey. Easier prices are quoted on frozen fish. The egg market is firm and unchanged. The poultry market is well supplied with a good demand and prices are practically the same as they were at this time last year.

Stronger Market for Hogs

Montreal.

FRESH MEATS.—The most noticeable fact in the meat market this week is that the Montreal market is from two to three dollars per cwt. higher than any other hog market in Canada and seven dollars per cwt. higher than prices quoted in Chicago. The local market shows more strength this week with smaller offerings. The general price paid here for hogs is $17.50 per cwt. off cars. This stronger feeling is felt throughout the pork market. Reports show that there is only a supply of inferior cattle reaching the market and that the main supply of beef cattle is coming from the West and can be bought cheaper than on the local market.

FRESH MEATS

Hogs, live (selected)	0 17	0 17½
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 25	0 29
Fresh Pork—		
Legs of pork (foot on)	....	0 34
Loins (trimmed)	....	0 40
Bone trimmings	....	0 28
Trimmed shoulders	0 30	0 31
Untrimmed	....	0 28½
Pork sausage (pure)	....	0 25
Farmer sausage	....	0 20
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18

Fresh Beef—

(Cows)			(Steers)	
$0 16	$0 23	Hind quarters	$0 18	$0 26
0 10	0 14	Front quarters	0 10	0 16
0 24	0 34	Loins	0 30	0 42
0 16	0 26	Ribs	0 16	0 30
0 10	0 14	Chucks	0 10	0 16
....	0 20	Hips	....	0 22
Calves (as to grade)			0 18	0 30

Cooked Meats Unchanged

Montreal.

COOKED MEATS.—The market for cooked meats is unchanged this week. The demand at this season is limited and prices remain steady.

Jellied pork tongues	....	0 45
Jellied pressed beef, lb.	....	0 36
Ham and tongue, lb.	....	0 42
Veal	....	0 35
Hams, cooked	0 61	0 68
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Smoked Meats Steadier

Montreal.

SMOKED MEATS.—A steady feeling has prevailed this week in the market for smoked meats, due to the higher prices ruling for live hogs and the smaller supplies resulting. The demand for smoked meats at this season is very good and the movement of supplies is reported to be correspondingly good.

BACON—		
Breakfast, best	0 37	0 46
Smoked Breakfast	0 46	0 47
Cottage Rolls	....	0 38
Picnic Hams	....	0 33
Wiltshire	0 44	0 47½
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 38
Do., 14-20	....	0 38
Do., 20-25	....	0 32
Do., 25-35	....	0 29
Over 35 lbs.	....	0 28

Barrelled Meat Demand Poor

Montreal.

BARRELLED MEATS.—The demand for barrelled meats is not large at the present time and the export demand is not up to what has been estimated. As a result there are large quantities being carried by the packers. Prices are unchanged.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	....	56 00
Clear fat backs (bbl.), 40-50 pieces	....	49 00
Heavy mess pork (bbl.)	....	39 00
Plate Beef	....	25 00
Mess Beef	....	23 00

Cheese Prices Drop One Cent

Montreal.

CHEESE.—Like the butter market, cheese shows a decidedly weak tendency this week with a decline of one cent per pound on Canadian cheese. This weakness has been felt on the cheese market for a few weeks past but has not before affected the sale of cheese to the smaller buyers.

CHEESE—		
New, large, per lb.	....	0 27
Twins, per lb.	....	0 27
Triplets, per lb.	....	0 27
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	0 33	0 34
Quebec	0 27	0 29

Egg Prices Unchanged

Montreal.

EGGS.—The egg market is unchanged this week. The demand for supplies for domestic consumption continues good, and a fairly active trade in a jobbing way is being carried on. On account of this very good demand at this price the egg market continues unchanged, with perhaps added strength.

EGGS—		
Strictly fresh	0 85	0 90
Selects	....	0 70
No. 1	....	0 60

Drop in Price of Butter

Montreal.

BUTTER.—A weak feeling prevails in the butter market this week. The sales of butter in the primary markets show a decline of 2⅛ cents from the price of last week. Despite this drop in price reports show that there are no larger supplies of butter on hand than there has been in the three weeks previous.

BUTTER—		
Creamery prints, qual., new	0 53	0 54
Do., solids, quality, new	0 52	0 53
Dairy, in tubs, choice	0 48	0 50
Do., prints	....	0 49

No Change in Shortening

Montreal.

SHORTENING.—The shortening market remains unchanged this week. This market follows closely the lard market and what affects lard has almost the same tendency in the shortening market. The demand is good at present and prices are steady.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 21½
Tubs, 50 lbs., per lb.	....	0 22
Pails, 20 lbs., per lb.	....	0 22¼
Bricks, 1 lb., per lb.	....	0 24

Lard Market Steady

Montreal.

LARD.—The lard market is unchanged this week with a fair amount of business passing locally and prices remain steady. If the prices paid for hogs continue high as they now are it will give strength to the lard market, but this is doubtful since Montreal quotations are now higher than in any other part of Canada.

LARD—		
Tierces, 360 lbs.	0 26	0 28½
Tubs, 60 lbs.	0 27	0 29
Pails, 20 lbs.	0 27½	0 28¾
Bricks	....	0 31

Frozen Fish Easier

Montreal.

FISH.—The fresh fish market is considerably cut down this week. A great many of the kinds of fish are now listed as frozen fish and in some cases the prices are a little easier due to the lower cost of handling in the colder weather. Cohoe salmon (frozen) is now quoted at 20 cents, qualla salmon at 11 cents. Halibut is arriving in good supply from the western coast and the demand is very good.

FRESH FISH

Haddock	....	0 08
Steak cod	0 10	0 11
Market cod	....	0 07
Flounders	....	0 10
Live Lobsters	....	0 60

Halibut, med.		0 24
Do., chicken		0 29
Perch		0 15
Fresh eels, per lb.		0 15
Fresh herrings, each		0 07
Doree		0 20
Fresh Herrings		0 06
FROZEN FISH		
Halibut, large and chicken	0 16	0 17
Halibut, Western, medium		0 23
Mackerel	0 15	0 16
Pike, headless and dressed		0 14
Market Cod	0 06	0 06½
Sea Herrings	0 06	0 07
Salmon dr., Spring		0 28
Salmon, Cohoes, round		0 20
Salmon, Qualla, hd. and dd.		0 11
Whitefish		0 21
SALTED FISH		
Codfish, large, bbls., 200 lbs.		16 00
Sardines, half barrel		5 00
Salted Trout, half barrel		12 00
Salted Salmon, barrel		27 50
Boneless cod (20), per lb.	0 16	0 20
SMOKED		
Finnan Haddie, 15-lb. box.		0 14
Fillets, 15-lb. box		0 19
Smoked Herrings		0 24
Kippers, new, per box		2 15
Bloaters, new, per box		2 00
Smoker Salmon		0 35
BULK OYSTERS		
Standard, No. 1, can		3 00
Do., No. 3, can		8 75
Selects, No. 1, can		3 50
Selects, No. 3, can		11 00
Jars, 1 doz. box		6 50
Do., 2 doz. box		12 50

Poultry Prices Steady

Montreal.

POULTRY.—The demand for poultry is steadily increasing at this season and a very good demand is promised for the Christmas trade. The present supply seems to be just sufficient to meet the demand and as a result the prices are very steady with a tendency to be firmer. The best quality chickens are selling for 38 to 40 cents a pound. Prices are just about the same as they were at this date last year. The weather conditions are still very good. Live birds are arriving in good quantities.

POULTRY—		
Turkeys, per lb.	0 48	0 52
Chickens	0 35	0 40
Fowl	0 28	0 33
Roosters	0 23	0 25
Ducks	0 30	0 35

ONTARIO MARKETS

TORONTO, Dec. 1.—The feature in the provision market is the slump in the hog prices. For some time past packers have been trying to hammer down hog prices, claiming that prices here were too high in comparison with those over the border. During this past week, prices have receded two dollars per hundredweight with indications that they will go lower. Fresh pork cuts, smoked hams, lard and shortening all show reductions from one to five cents per pound. Beef is unchanged but the market is strong with a tendency for an advance. Dressed calves are down two dollars per hundred. Cooked hams dropped four cents per pound but other cooked meats are unchanged. Butter and cheese are quiet with quotations unchanged. The egg market is holding firm. United States eggs continue to arrive freely for local consumption but dealers report that they are paying a higher price for them. New laid eggs are extremely scarce. Heavy receipts are noted in the poultry market with large quantities being packed for storage. Quotations on fowl and ducks are easier.

Dressed Pork Lower

Toronto.

FRESH MEATS—A substantial break in the price of live hogs occurred during the week. Early last week hogs sold around $15.50 f.o.b. and the latter part of the week closed at $14.50 per hundred. Dressed hogs are now quoted at $21 to $23 per hundredweight, a reduction of $2. Pork cuts are also down 2 to 5 cents per pound. Beef is unchanged but the market is strong with indications of an advance, especially on the better grades. Dressed calves are down $2 per hundred, now quoted at 22 to 24 cents per pound.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	21 00	23 00
Live, off cars, per cwt.		16 00
Live, fed and watered, per cwt.		15 75
Live, f.o.b., per cwt.		14 50
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 30½
Loins of pork, lb.		0 42
Fresh hams, lb.		0 33
Tenderloins, lb.		0 63
Spare ribs, lb.		0 21
Picnics, lb.		0 23
New York shoulders, lb.		0 27
Boston butts, lb.		0 34
Montreal shoulders, lb.		0 27
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 21	0 24
Front quarters, lb.	0 12	0 15
Ribs, lb.	0 22	0 28
Chucks, lb.	0 13	0 16
Loins, whole, lb.	0 25	0 35
Hips, lb.	0 17	0 22
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 22	0 24
Spring lamb, lb.	0 24	0 26
Sheep, whole, lb.	0 12	0 18
Above prices subject to daily fluctuations of the market.		

Smoked Hams Reduced

Toronto.

PROVISIONS—Following the steadily receding hog market, smoked hams are again reduced, bringing the price on the medium size to 42 cents per pound. Special trim breakfast bacon is down 2 cents per pound, now quoted at 58 cents. Ordinary breakfast bacon is unchanged, remaining at 45 to 46 cents per pound. Mess pork dropped $1 per barrel and short cut backs are also reduced $1 per barrel.

Hams—		
Small, to 12 lbs.		0 42
Medium, 12 to 30 lbs.		0 42
Large, 20 to 35 lbs. each, lb.		0 38
Heavy, 25 to 35 lbs.		0 32
Backs—		
Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 59	0 63
Rolled, per lb.	0 66	0 69
Bacon—		
Breakfast, ordinary, per lb.	0 45	0 46
Breakfast, special trim		0 58
Breakfast, special trim		0 60
Roll, per lb.		0 35½
Wiltshire (smoked sides), lb.		0 39½
Wiltshire, three-quarter cut		0 43
Wiltshire, middle		0 45
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.		0 30
Do., av. 80-90 lbs.		0 28
Clear bellies, 15-30 lbs.		0 31½
Fat backs, 10 to 12 lbs.		0 24
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess Pork, 200 lbs.		37 00
Short cut backs, 200 lbs.	53 00	54 00
Pickled rolls, bbl. 200 lbs.:—		
Lightweight		66 00
Heavy		60 00
Above prices subject to daily fluctuations of the market.		

Cooked Hams Down 4 Cents

Toronto.

COOKED MEATS.—Quotations on cooked hams are reduced four cents per pound, now quoted at 58 to 62 cents. Other quotations are unchanged under a quiet demand.

Boiled hams, lb.	0 58	0 62
Boiled shoulders		0 53
Head cheese, 6s, lb.		0 17
Choice jellied ox tongue, lb.		0 65
Jellied calves tongue		0 56
Ham bologna, lb.		0 20
Large bologna, lb.	0 17	0 18
Above prices subject to daily fluctuations of the market.		

Butter Market Quiet

Toronto.

BUTTER.—The butter market is quiet and quotations unchanged. Dealers are buying only for immediate requirements.

BUTTER—		
Creamery prints	0 53	0 58

Eggs Continue Firm

Toronto.

EGGS.—The egg market is holding firm. United States eggs continue to arrive for local consumption but dealers state that these eggs are now costing a higher price. Dealers report that they are receiving practically no new laids and a quotation could not be got. On the farmers' market new laid eggs were selling at $1.20 per dozen and some were asking as high as $1.40.

EGGS—		
Selects		0 76
No. 1		0 68
New-laid in cartons		
Prices shown are subject to daily fluctuations of the market.		

Cheese Demand Limited

Toronto.

CHEESE.—The cheese market continues dull under a very limited enquiry. Quotations are fairly steady at 26½ cents per pound for large.

Large, per lb.	0 26½

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Lard Prices Reduced

Toronto.

LARD.—The lard market is in a weak condition in view of the break in the hog market. Prices are reduced one cent per pound, bringing one pound prints down

to 29 cents and 26 cents per pound on the tierce basis.

LARD—		
1-lb. prints	....	0 29
Tierces, 400 lbs.	....	0 26

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Shortening Again Drops

Toronto.

SHORTENING.—Coinciding with the easier and lower prices on hogs, lard and cotton seed oil, shortening prices are reduced one-half cent per pound. The market is weak and a further reduction is not unlikely.

SHORTENING—		
1-lb. prints	....	0 23½
Tierces, 400 lbs.	....	0 19

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Fish Business Brisk

Toronto.

FISH.—There is a brisk demand for all kinds of fish with supplies arriving freely. Fall salmon has advanced one cent per pound, but other quotations are unchanged.

Margarine Unchanged

Toronto.

MARGARINE.—There is nothing of interest to note in the market for margarine. Quotations are holding fairly steady under the quiet demand.

Poultry Prices Easier

Toronto.

POULTRY.—Receipts of poultry have been very heavy during the week with large quantities going into the coolers. The market is reported easier with quotations on fowl and ducks two cents per pound lower.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	$0 35	$0 43
Roosters	0 17	0 20
Fowl, over 5 lbs.	0 25	0 28
Fowl, 4 to 5 lbs.	0 21	0 25
Fowl, under 4 lbs.	0 16	0 20
Ducklings	0 25	0 30
Guinea hens, pair	1 25	1 50
Spring chickens, live.	0 20	0 27

Prices quoted to retail trade—

	Dressed	
Hens, heavy	....	0 30
Do., light	0 26	0 28
Chickens, spring	0 30	0 32
Duckling	0 30	0 32

WINNIPEG MARKETS

WINNIPEG, Dec 1.—The feature of the produce and provision market this week is the decline in price of fresh pork cuts. Selected hogs are now being quoted at $14.00 per cwt. All lines of fresh pork have shown a decline. Good quality beef, mutton and lamb remain unchanged. Cooked ham has declined and is now being quoted at 64½ cents. Smoked ham is also lower but bacon prices are well maintained. The butter market remains steady while lard and shortening declined from 2 to 4 cents per pound. Egg market continues firm. Poultry market is very active. Fresh white fish have arrived on the market and several declines have been noted on fresh, frozen and smoked fish.

Cooked Ham Lower

Winnipeg.

COOKED MEATS.—Cooked ham has declined 2 cents per pound during the week and is now quoted at 64½ cents. Head cheese has also declined and is quoted at 18 cents per pound. Business is reported fairly good on all cooked meats.

Hams, best quality, skinned, lb	....	0 64½
Do., roast, lb.	....	0 64½
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins	....	0 18
Jellied Beef, Tongue, lb.	....	0 63
Jellied Pork Tongue, lb.	....	0 61½
Baked Luncheon Loaf, lb.	....	0 28

Pork Prices Decline

Winnipeg.

FRESH MEATS.—The unsettled condition continues in the hog market. Quotations on selected hogs are $14 per cwt. Fresh legs of pork have shown a decline and are now being quoted from 25 to 31 cents per pound. Fresh hams have also shown a decline of 1 to 2 cents a pound. Picnics are now being quoted at 26½, with pork shoulders selling at 25½ to 31 cents per pound. Good quality beef remains unchanged. There is no change in the price of mutton and lamb.

HOGS—		
Selected, live cwt.	14 00	14 25
Heavy, cwt.	....	11 00
Light cwt.	12 00	13 00
Sows, cwt.	....	7 00
Fresh Pork—		
Legs of pork, up to 20 lbs., lb.	0 25	0 31
Spare ribs, lb.	....	0 23½
Loins of pork, lb.	0 43	0 46
Fresh hams, lb.,	0 27	0 33
Picnics, lb.	....	0 26½
Shoulders, lb.	0 25½	0 31
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 24
Front quarters, lb.	0 10	0 13
Whole carcass, good grade, lb.	0 11	0 18
Mutton—		
Choice, lb.	....	0 15
Lambs—		
Choice, 30-45 lbs., lb.	....	0 23

Butter Market Steady

Winnipeg.

BUTTER.—Creamery butter is in good demand and prices are holding steady.

BUTTER—		
Creamery, best table grade	....	0 60
Dairy, best table grade	....	0 50
Margarine	0 37	0 39

Smoked Ham Lower

Winnipeg.

PROVISIONS.—Smoked ham has declined and is now quoted at 44½ cents per pound. Boneless ham, which was selling at 50½, is now quoted at 48½ cents. The demand for smoked hams continues good. Bacon is still reported to be scarce and prices remain unchanged.

8 to 16 lbs., per lb.	....	0 44½
16 to 20 lbs., per lb.	....	0 42½
Boneless, 8 to 15 lbs., per lb.	....	0 48½
Skinned, 14 to 18 lbs., per lb	....	0 45½
Do., 18 to 22 lbs., per lb.	....	0 44
BACON—		
Backs, 5 to 12 lbs., smoked	....	0 66
Do., 12 to 16 lbs., smoked	....	0 64
Do., 10 to 14 lbs., skinned and peamealed	....	0 63½
Do., 4 to 10 lbs., sliced	....	0 66
Cottage rolls, boneless	....	0 41½

Lard and Shortening Easier

Winnipeg.

LARD.—Lard and shortening have shown a decided drop in prices. Lard is now quoted at 28½ cents per pound, and shortening 19 cents.

Pure Lard, No. 1, quality, per lb. (in tierces of 400 pounds.)	....	0 28½
Do., wooden pails, 20-lb. pails	....	6 30
Shortening, wooden pails, 20-lb. pails per pail	....	4 30
Shortening, tierces of 400 lbs., per lb.	....	0 19

Egg Market Firm

Winnipeg.

EGGS.—The egg market continues firm and practically all orders are being filled from cold storage stocks. Very few fresh country eggs are arriving. Farm eggs are now quoted at 70 cents per dozen, with candled eggs at 63 cents.

Cheese Market Unchanged

Winnipeg.

CHEESE.—The cheese market is quiet with quotations holding at 29½ to 31 cents.

Poultry Market Active

Winnipeg.

POULTRY.—Receipts of all poultry have been heavy during the week and the demand is exceptionally good.

Fresh White Fish Arrive

Winnipeg.

FISH.—Several shipments of fresh whitefish and halibut have arrived on the market. It is expected that higher prices will be in evidence very shortly on smoked haddies and fillets. Several lines of fresh frozen fish have shown a slight decline during the week. Salt Holland herring has declined 15 cents per pail and are now quoted at $1.15 to $1.25.

FRESH FROZEN FISH		
Black Cod, lb.	....	0 12½
Brills, lb.	....	0 08½
Herring, Lake Superior, 100-lb. sacks, new stock	....	....
Halibut, chicken, cases 300 lbs.	....	0 15½
Do., broken cases	....	0 16½
Jackfish, dressed	....	0 10
Pickerel, case lots	....	0 13
Salmon—		
Cohoe, in full boxes, 300 lbs.	....	0 20
Do., in broken cases	....	0 21
Red Spring, in full boxes	....	0 24½
Do., broken cases	....	0 25½
Soles	....	0 08½
Baby Whites or Tulibees	....	0 09½
Whitefish, dressed, case lots	....	0 17
Do., broken cases	....	0 18
SMOKED FISH		
Bloaters, Eastern National, case.	....	3 50
Do., Western, 20-lb. boxes, box	....	....
Haddies, 30-lb. cases, lb.	....	0 15
Do., in 15-lb. cases, lb.	....	0 15
Kippers, East. Nat., 20 count, per count	....	3 25
Do., Western, 20-lb. boxes, box	....	2 25
Fillets, 15-lb. boxes, lb	....	0 19
SALT FISH	....	....
Steak Cod, 2s, Seely's, lb.	....	....
Acadia Strip Cod, 30-lb. boxes, lb.	....	....
Acadia Cod, 12-2s, wood boxes, lb.	....	....
Do., 20-1s, tablets, lb.	....	....
Holland Herring, Milkers, 9-lb. pails, per pail	....	1 25
Do., mixed, 9-lb. pails, per pail	....	1 15
Labrador herrings, 100-lb. bbls., per bbl.	....	....

With the approach of the

Christmas Season

You Should Feature Prominently

DAVIES'

Mince Meat

With the prevailing high cost of dried fruits and spices the housewife will hesitate before making her own Mince Meat this year. She will be more than likely to buy prepared Mince Meat.

Davies' Mince Meat is made from selected apples, dried fruit, spices, suet and other pure ingredients, and it has all the rich, delicious, fruity flavor of real home-made Mince Meat.

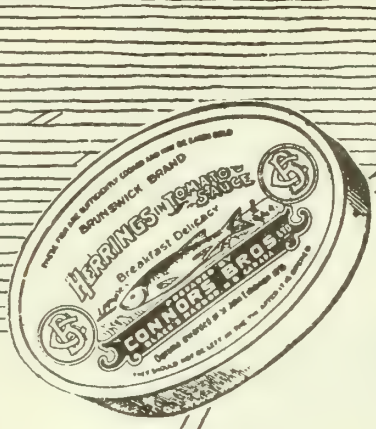
A real quality line, that can be featured all through the winter—beginning from now on. Let us ship you a tryout order.

Write us for prices, or ask our salesman the next time he calls.

THE WILLIAM DAVIES COMPANY LIMITED

Toronto

MONTREAL HAMILTON







Fish Foods

With the Smack of the Sea in Them

From the depths of the Atlantic come these delightful little sea foods to the counters and shelves of the Canadian grocery trade, later to be included in the order of every good housewife who appreciates quality at its very best.

When you open up a case of Connors Bros.' **Brunswick Brand** you can rest assured that every can in that case is filled with as toothsome and well-flavored a sea food as careful selection and scientific processing can produce. And when you offer a customer a can of **Brunswick Brand Sea Foods**, you know that its quality is certain to satisfy her and to bring her back for more. You know the various lines, do you not? Check off here any particular ones you are short of:

- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies (Round tins)
- Kippered Herring
- Herrings in Tomato Sauce
- Clams

Connors Bros., Limited

BLACK'S HARBOR, N.B.



ROSE BRAND



Food Products Which Promote Sales —

The purveyor who supplies pure foods which are beyond comparison for quality and flavor is bound to increase his better class of trade.

Rose Brand are those pure foods.

Their wholesome richness and delicate appetite-tempting flavors is due to the fact that they are the choicest of selected foods, skilfully prepared under ideal and scrupulously sanitary conditions.

Rose Brand products never disappoint. Each sale makes and retains a customer.

Our national advertising campaign now running in dailies, weeklies and magazines is creating a public demand for these superior pure foods. Capitalize it. Display Rose Brand products prominently. Sales will assuredly follow.

The show cards, window trims, hangers, folders, etc., which have been produced for the benefit of our purveyors, are strikingly handsome, beautifully colored pieces that have an almost irresistible appeal. Merchants can use them to great advantage in improving their food department and special display.

Sent free on request—postpaid.

CANADIAN PACKING COMPANY LIMITED

TORONTO, ONTARIO

BRANCHES:
Fort William Sudbury
Sydney, N.S. Charlottetown, P.E.I.
Winnipeg, Man.

PACKING HOUSES:
Brantford Toronto
Peterboro Montreal
Hull

MARIGOLD



MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec



The World's Finest Vinegar Product

Brewed from choice barley malt, clarified and aged after the manner of the best wines, Heinz Malt Vinegar has a natural golden-brown color and delicious aromatic flavor not found in any other vinegar. In 16 oz. and 32 oz. bottles.

H. J. HEINZ COMPANY
Pittsburgh Toronto Montreal

Little Selling Effort



will, we feel sure, be required for the selling of "Maroma" Salad Dressing. Its satisfying qualities as an aid to delicious fish and all kinds of meats, entrees has given it a first place for profitable returns.

Our OLIVE BUTTER is also recognized as a brisk, steady seller and a daily prominent display should bring regular profits. Made from selected spices, Olives, Pimento and Malt Vinegar.

Sold and Manufactured by

E. W. Jeffress Limited
Walkerville, Canada
W. G. Patrick & Co., Limited
Toronto and Winnipeg Selling Agents for our Blue Seal Lines

QUAKER BRAND

Quaker Brand canned fruits and vegetables are the choicest products of the fertile valleys of British Columbia.

Canneries are located at strategic points throughout the Province in the centres of each district where certain fruits or vegetables reach their highest perfection.

In stocking Quaker Brand you offer your customer the best canned goods Canada can produce.



Dominion Canners B. C. Ltd.

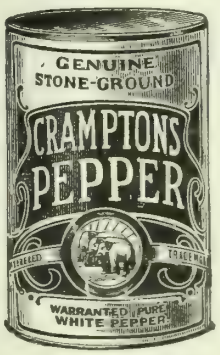
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Crampton's Pepper

Stone-ground

(Sold only in dainty tins.)

FINE FLAVOUR



RICH AROMA

This is the genuine, old-fashioned Stone-Ground Pepper of the highest quality.

It is packed in a distinctive and very attractive manner for the household in three sizes of tins. Small, dainty tins with dredger tops, holding about 1 oz.—a most popular size; also large tins with plain tops, holding 2 oz. and 4 oz. It is an easily handled commodity, with a quick and ready sale. Address your inquiry to your usual wholesaler or direct to

JOHN CRAMPTON & CO., Ltd.

Spice Millers and Packers

MANCHESTER ENGLAND

Estd. 1849



Schneider's Guaranteed Bacon

Never fails to make good in a big way. If it doesn't, just send it back to us. That's a fair and safe agreement for both of us. The profits on Schneider products are very attractive and the satisfaction that they win makes selling them a pleasure.

Schneider's "Pure Meat" Sausage

is made from only the best of meat with just the right amount of seasoning to give them an exquisite "want more" flavor that spells steady repeat orders. All Schneider Products are guaranteed and they offer a good profit margin. Try a sample order.

J. M. Schneider & Son, Ltd.

KITCHENER, ONTARIO

Drop us a Card for Sausage and Smoked Meat Quotations. Satisfaction guaranteed on all mail orders.



GUARANTEED ABSOLUTELY PURE

Pride of Canada
Pure Maple Syrup

HOW ABOUT YOUR STOCK FOR THE XMAS TRADE?

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

OFFICES: 58 WELLINGTON ST. W., MONTREAL, CANADA





Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS

SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

Old English Xmas Pudding (Basins and Moulds)

MINCEMEAT
LEMON CURD

SAUSAGES (All kinds.)
PIES (Genuine Melton Mowbray.)

Price Lists and further Particulars :—

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"Established upwards of a Century."

The Works, Melton Mowbray.

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NOW

is the time to place your orders for National Fly Catcher product
Prices the same with usual discount

MAIL YOUR ORDERS AT ONCE :: FIRST IN FIRST SERVED

The National Fly Catcher Co., Limited

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SAMUEL DOBREE & SONS

LONDON
ENGLAND

ESTABLISHED 17th CENTURY

GROWERS AND PRODUCERS
OF
SUGAR—MOLASSES
—COCOA

IMPORTERS AND EXPORTERS

BRANCHES IN ALL PARTS
OF THE CIVILIZED WORLD

CANADIAN BRANCH
UPPER WATER STREET
HALIFAX, N.S.



Cow Brand Baking Soda

Canadian housewives have confidence in **Cow Brand Baking Soda** because they have learned that its great strength and purity always assure them of successful results in all their baking operations.
In every test, Cow Brand Baking Soda has proven its superiority, and its **great strength** makes it **the most economical baking soda on the market.**

Church & Dwight, Limited
MONTREAL



Made from the very best materials and by skilled workmen.

These are two of the most popular sellers we have, and we have other quality lines to select from.

Wm. Cane & Sons Co., Ltd.
Newmarket, Ont.

Every Wholesale Grocer in Canada stocks these standard lines. Order through your Wholesaler.

Y & S STICK LICORICE

in 10c Cartons



Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
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Vin Tonic

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a genuine Tonic for

Invalids

Known the World over

Send your orders direct to

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MONTREAL



For Your Xmas Trade It Pays to Feature Marsh's Grape Juice and Unfermented Wines

Marsh's Grape Juice and Unfermented Wines will play a big part in all Xmas and New Year Social Functions and dinners, and grocers who properly feature these refreshing beverages will find their sales far exceed their highest expectations. To the grocers who were wise enough to feature them in their holiday displays last season we need not suggest that they do so again, but to those merchants who have never displayed them prominently during this season we would urge you to cash in on this ready-made demand. The profits will handsomely reward you.

The Marsh Grape Juice Company

NIAGARA FALLS - ONT.

Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Company, Limited

Toronto and Montreal

BAGS

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The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners —in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

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Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples, prices and supplies to:—

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DOG MEAT FIBRINE CAKES

Spratt's Patent Limited

24-5 Fenchurch Street, London, E. C. 3, England

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CURRANTS

Selling our Currants you multiply your connections.
The Guaranteed sound, free from rain-damage, clean and sweetest **"Philippou Currants"** give you the greatest profit and ensure the greatest degree of satisfaction to your customers.
Ask for our different Brands and see that our name is on the packages.

D. D. PHILIPPOU, Exporter of all Greek Products, **PATRAS, GREECE**

Active agents are wanted to all markets of Canada

For Your Christmas Trade

Our Warehouse is now filled to the doors with ***Fresh New Arrivals*** ready for our ***Xmas Trade.***

New California Navels
Bright, Clean and Juicy

New Malaga and Red Emperor Grapes
Crisp and Tempting

Washington Box Apples
Red and Luscious. All Sizes and Varieties

Also—
New Dates, Nuts, Figs, Raisins, Honey, etc., and a Fresh New Line of the popular 5 lb. Boxes Bulk Chocolates, Chocolate Bars, Krackley Nut, Gum, etc., to complete your order.

Ask for our ***Weekly Bulletin.*** Mailed free on request.

Quality and Prompt Service.

The House of Quality.

Hugh Walker & Son, Ltd.
Established 1861
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T S MFG LTD.

MR. GROCER
HAVE YOU SEEN *OUR*
BIG NEW PACKAGE?

20 oz.
Sweet Mixed Pickles

A BIG SELLER
AT A POPULAR PRICE

See Our Agents or Write Direct

TRADE SUNDRIES, LTD.
CLARK STREET, MONTREAL

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.
OWEN SOUND - - ONTARIO

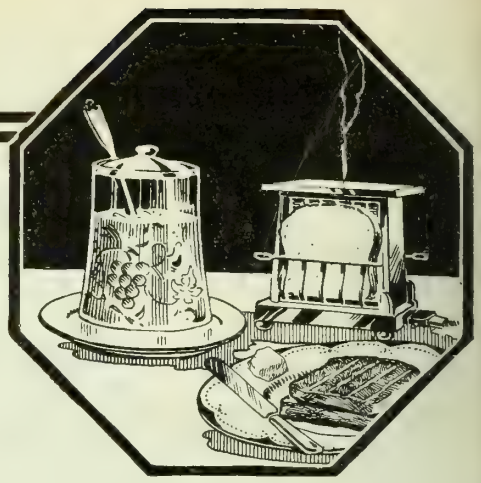
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(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand
as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.
Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England

Canadian Agents: HUGH LAMBE & CO., TORONTO.
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CECIL T. GORDON, MONTREAL.

You can sell more—Shirriff's



MARMALADE is NOT a breakfast preserve **only**—it is good at any meal.

A suggestion of some uncommon uses of Shirriff's Marmalades would result in a big increase in sales for you. Tell your customers that marmalade will make most delightful sandwiches for school lunches—that almost any good cook-book gives recipes for an inexpensive and delicious dessert known as marmalade (or amber) pie—that marmalade itself is an appetizing after-supper dainty—

And that they cannot find a tastier, purer marmalade for any of these purposes than Shirriff's.

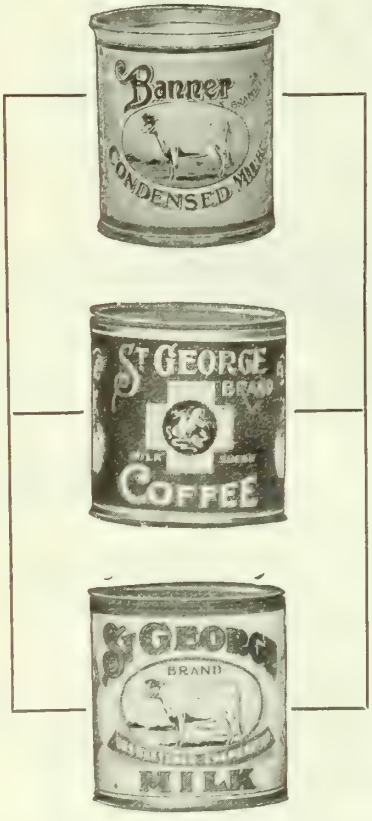


Stock Shirriff's Marmalade --there is always a demand for it, and you can quickly increase that demand by suggestions.

Imperial Extract Company
Toronto, Canada

Selling Agents for Canada:
Harold F. Ritchie & Co., Limited
Toronto *and* Montreal

Shirriff's
MARMALADE



You can always depend on
Malcolm Milk Products

to win satisfaction, repeat orders and excellent profits through their superior quality and purity. Malcolm "all Canadian" lines are processed from the pure, rich milk of carefully inspected cattle and sealed in attractively labelled containers. Judged by past sales records they're sellers of the highest degree. It will pay you to specify *Malcolm's* next time you order.

The Malcolm Condensing Co., Ltd.
St. George, Ontario



Barr Register Limited



Manufacturers of
THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?
II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased?
III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock?
IV. After 15 months to continue to give you this service for nothing as long as you remain in business?

That is what the Barr Register will do. ***Write us and let us demonstrate.***

GEORGE LANE, Western Representative - 227-231 McDermot Avenue, Winnipeg, Man.

Plenty of Eno's Now!

Have *you* stocked your supply of the best-selling proprietary in Canada?

All live wholesalers and 90% of the retailers have large stocks to-day. This was not true during war-days when some dealers, in an honest attempt to meet their customers' demands, tried to sell substitutes, which, of course, hurt their trade and reputation for quality. Happily a few wise wholesalers always appreciated the fact that



ENO'S FRUIT SALT

was *the* great seller, and when they could get it they pushed its sale.

In conclusion—a word to the wise is sufficient—Keep a large stock of the Salt that outsells all other Salts, Salines and so-called Health Salts in the world—ENO'S FRUIT SALT.



Prepared only by
J. C. ENO, Ltd., "Fruit Salt" Works, LONDON, England

Sole Agents
HAROLD F. RITCHIE & CO., Limited
New York TORONTO Sydney



A Good Display Means Handsome Profits

Grocers everywhere find Brodie and Harvie's XXX a good flour to sell—a flour that never varies in quality—a flour that will live up to your highest recommendation.

Other grocers have found that a **Brodie XXX Flour Window** handsomely rewarded their extra efforts. It will do the same for you. Why not try it?

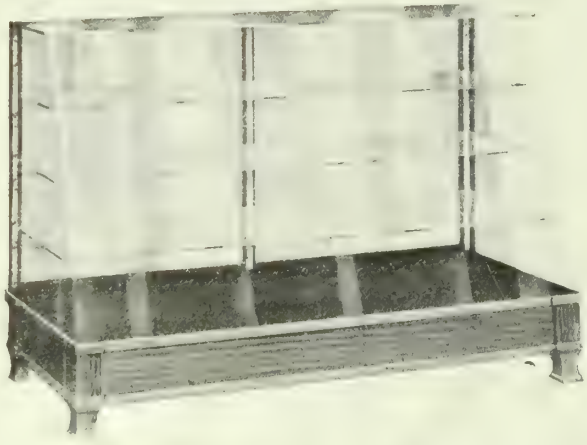
Order from your wholesaler.

Brodie & Harvie, Limited - Bleury St., Montreal

Ontario Representatives:
Chadwick & Co., 34 Duke St., Toronto

Quebec Representatives:
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SHOW CASES



STORE FITTINGS

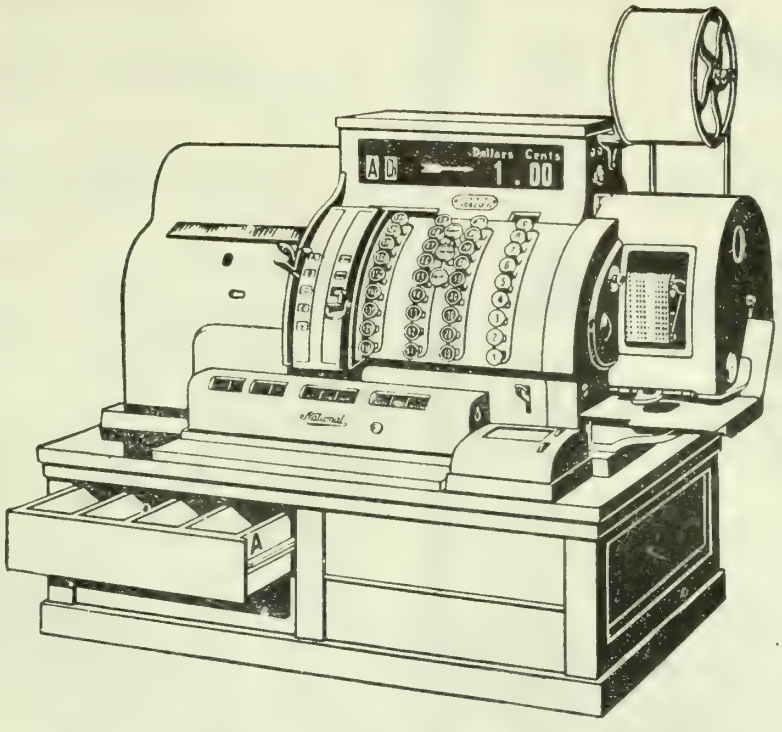
MERCHANTS

ONTARIO AND QUEBEC PROVINCES

Are you in need of up-to-date Store Fixtures, Showcases, Counters, etc.? We can supply anything you need in above line. Satisfaction guaranteed. Write us.

MESSRS. CLEMENT MEUNIER & CIE

Maison Francaise Fondee en 1913 **190 Boulevard Pie IX, Montreal**



This National Cash Register Shows

1. The business handled by each clerk
2. The business in each department

With this register you know which clerks are the most valuable. You can fix wages on actual selling records.

It gives you printed and added records which you need for a profit-sharing or bonus system. This makes your employees vitally interested in increasing your business.

This register tells which departments of your business are making the most profits.

It tells when a department is not producing as it should. You know when to start a selling campaign to put any department back on a paying basis.

It is the best way to get the facts you must have about your business

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.
OF CANADA LIMITED



If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you

DOMINION SALT CO., Limited, SARNIA, Canada

Manufacturers and Shippers

KING OSCAR
BRAND SARDINES



A high-grade line of Sardines that you can offer your best class of trade with pride. They're packed from the finest, carefully selected, Norwegian-caught Sardines in pure olive oil, and their exceptional flavor and quality will invariably win approval and repeat orders.

Feature "King Oscar" Sardines during the social season. Their many uses in preparing dainty sandwiches for afternoon teas, etc., will make them excellent sellers.

Order a supply from your wholesaler.

Canadian Agents:

John W. Bickle & Greening

Hamilton Ontario

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SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

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180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK
Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$8 00
Reindeer Brand, small, each 48 cans	9 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario

Wheatgold Breakfast Cereal Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50
5-lb. tins, 1 doz. in case	7 15

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches
Laundry Starches

Boxes—	
40-lb. Canada Laundry	$0 09¾
100-lb. kegs, No. 1 white	0 10¼
200-lb. bbls., No. 1 white	0 10¼
40-lb. Edwardsburg Silver Gloss 1-lb. chromo pkgs.	0 11¾
40-lb. Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	4 70

Culinary Starch

4 lbs. W. T. Benson & Co.'s Challenge Corn	0 10
(Prices in Maritime Provinces 10c per case higher.)	
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 13
(20-lb. boxes ¼c higher, except potato flour.)	

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 11½
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Argo Corn Starch, 1 lb. packages	0 10
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 13
(20-lb. boxes ¼c higher, except Potato Flour)	

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 15
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55
20-lb. tins, ¼ doz. in case.	6 00
Barrels, about 700 lbs.	0 08
Half barrels, about 350 lbs.	0 08¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	$5 55
5-lb. tins, 1 doz. in case	6 25
10-lb. tins, ½ doz. in case	5 95
(5, 10 and 20-lb. tins have wire handles.)	

GELATIN

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

MAGOR, SON & CO., LTD.

INFANTS' FOOD

	Doz.
Robinson's Patent Barley—	
1-lb.	....
½ lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	.....
D.S.F., ½-lb.	.....
D.C.F., 1-lb.	.....
F.D., ¼-lb.	.....

	Per jar
Durham, 1-lb. jar, each	.....
Durham, 4-lb. jar, each.	.....

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1 21
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 36
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 34
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 2[illegible]
Master Workman, 4 lbs.	1 [illegible]
Derby, 9s, 4-lb. boxes	[illegible]
Old Virginia, 12s	[illegible]
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

If you have been disappointed

because your order for the new 55 cent BROWN LABEL has not arrived, WE APOLOGIZE.

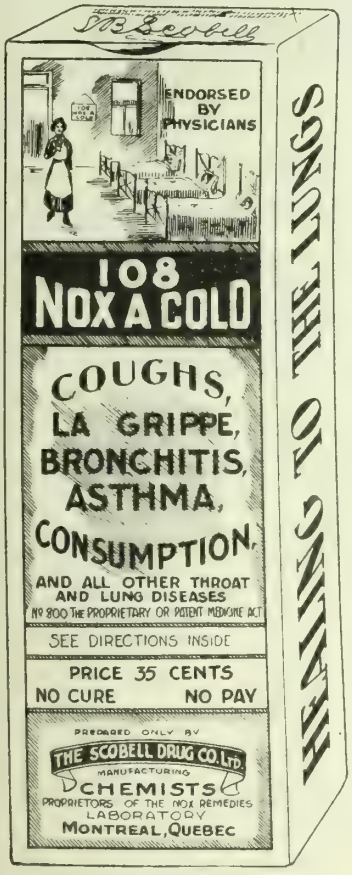
After all, we are only human

and for the past 3 weeks we have been simply deluged with orders. We are playing no favorites and are doing our best to ship everything in rotation.

Last week we shipped out 171,619 pounds

"SALADA"

P.S.—Do not part with your old priced Brown label until you receive the new, and, if you have not already sent in your order at the new price, *lose no further time* if you would reap the full benefit of the increasing demand.



108
NOX A COLD

For 20 years this remedy has been recognized as

CANADA'S BEST COUGH MEDICINE

Guaranteed to help the worst Cough or Cold. For Bronchitis, Sore Throat, Quinsy, it has no equal

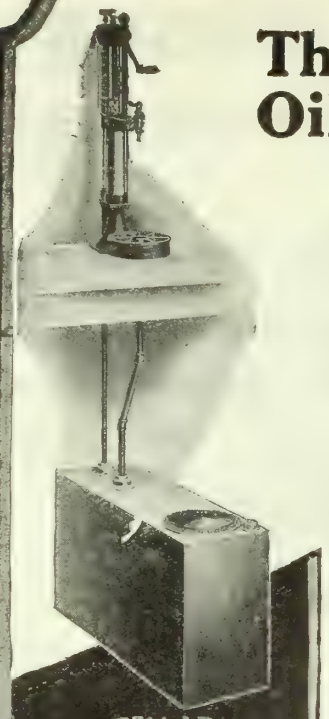
EVERY GROCERY STORE

can sell this line and make an excellent profit

Representatives wanted in every Province
Write us for this Attractive Agency

THE SCOBELL DRUG CO., LIMITED

91-93 Youville Square - - Montreal



Think About Your Oil Room

Think of the many minutes you lose in a day, handling gasoline and oil, minutes you could save by the use of up-to-date equipment.

Has each sale made actually paid you a profit, or have the profits gone glimmering, because of overmeasure, oil spilled or lost through leakage and evaporation and too much time spent in handling?

A

BOWSER ESTABLISHED 1885

OIL STORAGE OUTFIT

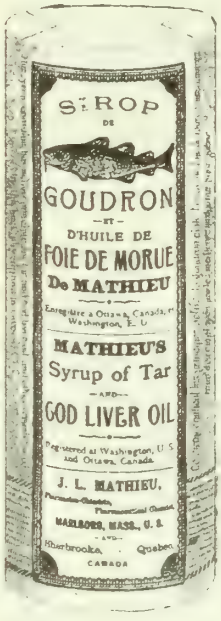
will put your oil business on a clean profitable basis. It is leak and evaporation proof, accurate, convenient, absolutely clean and attractive and a great time saver. It will sell more oil with less effort. No loss of any kind. No odor.

LET US SEND YOU LITERATURE
PROVING OUR CLAIMS

S. F. BOWSER CO., LIMITED

66-67 Fraser Ave. - - - TORONTO, ONT.

Sales Offices in All Centres *Representatives Everywhere*



Its Efficiency Will Boost Sales

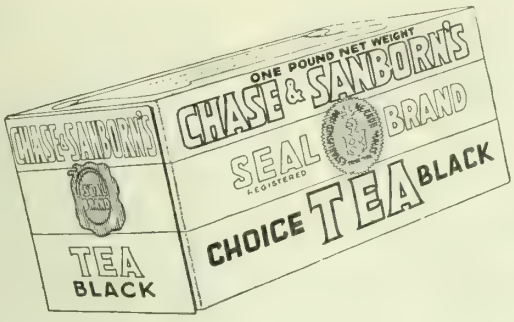
Through the excellent curative properties it possesses your customers will be entirely satisfied with Mathieu's Syrup of Tar and Cod Liver Oil. It affords relief for those suffering from Influenza, La Grippe, etc.—at the same time its excellent tonic properties build up the system. Where there is a demand, steady sales are sure to be made.

Order a supply to-day.

J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE - QUEBEC





FLAVOR & FRAGRANCE
SATISFACTION & ECONOMY

Your Customers Will Find Them All in Chase & Sanborn's High-Grade Package Teas.

CHASE & SANBORN ∴ MONTREAL

ESTABLISHED 150 YEARS

1770 1920

By Royal Appointment



1770

The NEW Shoe Polish with the fine OLD name

DAY & MARTIN

(Day & Martin, Ltd., London.)

"The House with a History."



1920

Write for sample and prices of Day & Martin's Wax Shoe Polish in the tin with the tab to—

HARGREAVES (BROS.) CANADA, LTD.,
24, Wellington Street West,
TORONTO



"I Couldn't Keep House Without It"

write housewives about

Mapleine

"The Golden Flavor"

Because of its three uses it is the most frequently used flavoring—

1. Makes delicious maple flavored syrup.
2. Flavors icings, cakes and desserts with good maple taste.
3. An appetizing seasoning in soups, gravies, meats and vegetables.

National magazines tell customers of treats Mapleine holds in store for them. Each ad. refers them to you for the Mapleine.
Can you supply it?

Order of your jobber.

F. E. Robson & Co., 7 Wellington St. W., Toronto
Mason & Hickey, Box 2949 - Winnipeg

The Sarnia Paper Box Co.

Sarnia, Ont.

Manufacturers of

Ice Cream, Butter and Egg Cartons

Also

Handy Paraffin Containers

Suitable for Salted Fish, Mincemeat, Oysters, Pickles, Etc.

Three reasons for buying "Sarnia" Boxes:

I. Quality
II. Service
III. Prompt Delivery

YOU CAN'T DO BETTER ANYWHERE



Sixty-Five Years' Experience

When you buy a Taylor Safe you get the benefit of our 65 years' experience in Safe building.

A Taylor Safe represents the most advanced scientific methods of fire construction.

It provides a repository—for your documents and other valuables—that resists the hottest fire and greatest fall.

Taylor Safes are made in 40 different sizes.

Write for quotations on Taylor Safes and Steel Cabinets

J. & J. TAYLOR LIMITED

TORONTO SAFE WORKS

TORONTO - ONTARIO

Branches: MONTREAL WINNIPEG VANCOUVER

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box	0 95
Victory Bars, 24 in box, 60 boxes in case, per box	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes	....
6c pyramid packages, 4 doz. in box	....
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.
The Waxtite Line

Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, Ltd.
14 Bleury St., Montreal.

XXX Self-Rising Flour, 6 lbs. packages, doz.	$5 90
Do., 3 lbs.	3 00
Superb Self-Rising Flour, 6 lbs.	5 70
Do., 3 lbs.	2 90
Crescent Self-Rising Flour, 6 lbs.	5 80
Do., 3 lbs.	2 95
Buckwheat, 1½ lbs.	1 60
Brodie's Self-Rising Pancake Flour, 1½ lb. pkgs., doz.	1 60

To get business you must go after it. Others do it through this paper —why not YOU?

Nuts

We are doing a real big business in all kinds of nuts, and are ready for more at the following prices:

Tarragona Almonds	110s	19½
Sicily Filberts	110s	14
Grenoble Walnuts (very good quality)	110s	24
Marbot Walnuts " " "	110s	21
Cornes Walnuts " " "	110s	15
Washed Brazils " " "	170s	35

For less than original sacks one cent more

Tomatoes and Corn

We have run across what we think is fairly good value for these times a little lot of Tomatoes and Corn. They are put up by a very good Ontario packer, but as he is a little bashful about the price, we are not mentioning any names here. These goods are Standard quality and should make a live leader for anyone who is ready to put on a drive.

Standard Tomatoes	2½s	1.40
Standard Corn	2s	1.30

Terms Net 30 Days Ex Warehouse

Send Us an Order

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

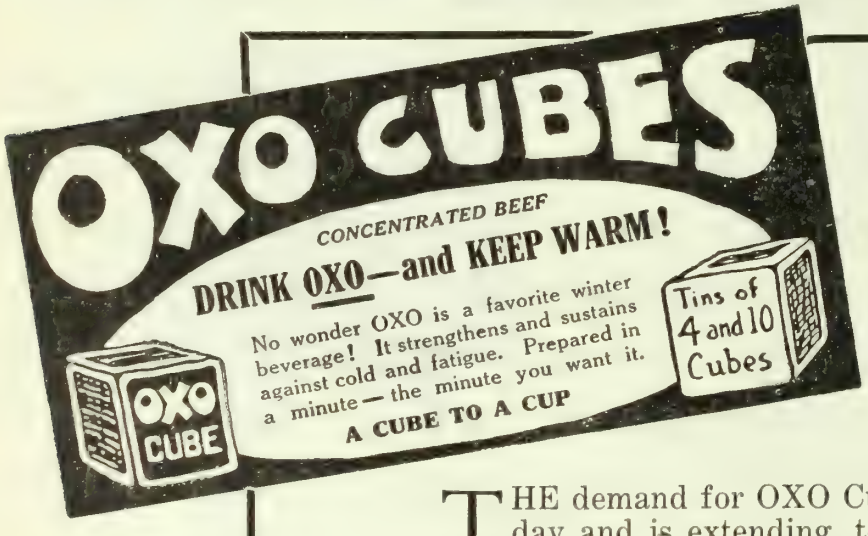
We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST. : : : : MONTREAL, P.Q.



Timely Advertising!

THE demand for OXO Cubes is growing day by day and is extending to every corner of the country. They are advertised widely, both by their excellent quality and flavour, and by the strong advertising campaign in the Press. The above advertisement suggests how timely and vigorous the series is.

You should be getting your full share of the profitable business in OXO Cubes. How is your stock?

OXO, LIMITED

Montreal
Toronto
Winnipeg

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

FIRST-CLASS GROCER DESIRES POSITION in good store. A1 vocalist and bandsman. Best References. Box 404, Canadian Grocer, 153 University Ave., Toronto.

SITUATION WANTED—AS CLERK OR SALESman, in the Province of Ontario, by smart young man having eight years' experience in general store business. Can give best of references. Full information at Box 402, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED

WANTED TO BUY—GOOD GROCERY BUSIness doing not less than $50,000 a year. Montreal, Quebec and Three Rivers preferred. Box 414, Canadian Grocer, 153 University Ave., Toronto.

AGENCIES WANTED

AGENCY WANTED—A RELIABLE, EXPERIenced salesman calling on grocery and lumber trade in City of Sault Ste. Marie and vicinity open for agencies that do not conflict with lines handled. Box 406, Canadian Grocer, 153 University Ave., Toronto, Ont.

BUSINESS MAN

Young man, single, age 30, experienced grocery broker with

Strong Personality

knows Western wholesale and retail trade from Fort William out to Vancouver is open for position on Jan. 15th, 1921.

Undeniable References

Apply Box 410, Canadian Grocer, Toronto.

BAKER'S COCOA *and* CHOCOLATE



Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

OPPORTUNITIES ARE OFFERED EVERY WEEK ON THIS PAGE

Watch Them

FOR SALE

FOR SALE—GENERAL STORE STOCK. EIGHT thousand. Will rent or sell property. Good farming country. Clay industry. First-class location for future business builder. Write owner. Box 1, Willows, Sask.

FOR SALE—$100. ONE SET OF TOLEDO scales, style 454P; serial No. 99634; glass top, capable of carrying 30 lbs. In excellent condition. Have only been used two months. Address Box 408, Canadian Grocer, 153 University Ave., Toronto.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1908.

Nagle Mercantile Agency

Laprairie (Montreal) Que

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

When Writing to Advertisers Kindly Mention this Paper

Xmas
California Navels

As usual, we will have the finest colored and best eating Navels for Xmas. Can make early delivery—also fancy, ripe

Florida Oranges
Tangerines and Grape Fruit
Holly—Holly Wreaths
All Kinds of Nuts
Raisins Dates Figs
Cranberries
Celery Cauliflower
Head Lettuce

Kindly let us have orders early to ensure being shipped in heated cars which we will be loading to the principal points.

WHITE & CO., LTD.

Main 6243
TORONTO

Headquarters for Xmas Fruits

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

INDEX TO ADVERTISERS

A
Albion Sewing Cotton Co. 10
Aromint Mfg. .....Front cover

B
Bain & Co., Donald H. 12
Baker Co., Walter 77
Barr Register Co., Ltd. 67
Belgo-Canadian Trading Co.... 16
Bickle & Greening, John W. .. 70
Borden Co. 1
Boorie Ltd. 7
Bowes Co., Ltd. 2
Bowser & Co., S. F. 72
Bradstreets 16
Brennan, H. C. 15
Brodie & Harvie, Ltd. 68
Bush & Co. (Can.), Ltd., W. J. 7

C
California Peach Growers.... 4
California Fruit Growers Ex... 5
Canadian Maple Products ... 9
Canadian Milk Products 20
Canadian Packing Co. 59
Canada Produce Co. 16
Cane & Sons, Wm. 63
Chadwick & Co. 15
Channell Chemical Co. .....
Inside front cover
Chase & Sanborn 73
Church & Dwight 63
Clark Ltd., W. 3
Clayoquot Sound Canning Co... 11
Clement & Meunier 68
Climax Baler Co. 15
Connors Bros. 58
Crampton & Co., Ltd., John.. 61
Crescent Mfg. Co. (Mapleine).. 74
Crawford & Co. 28
Cressy, John R. 79
Crosse & Blackwell 19

D
Davies & Co., Wm. 57
Day & Martin 73
Dayton Scale .....Back cover
Diamond Dyes 76
Dobree & Sons, Samuel..... 63
Dominion Confectionery Co.... 13
Dominion Canners B.C., Ltd.... 61
Dominion Salt Co. 70
Donaldson-Phillips Agencies .. 11
Duncan & Son, C. 12
Drimilk Mfg. Co. 29
Dunn, Albert 16

E
Eckardt & Co., H. P. 75
Edgett Ltd., W. H. 11
Edwards & Co., Ltd., W. C. ... 13
Eno Co., Ltd., J. C. 67
Escott Co., Ltd., W. H. 14
Estabrooks Co., Ltd., T. H. ... 29
Eureka Refrigerator Co., Ltd... 10

G
Gaetz & Co. 16
Gibson-Paterson-Brown, Ltd. .. 12
Griffiths & Co., Ltd., Geo. W. 14
Guelph Soap Co. 24

H
Hanson & Co., J. H. 16
Hargraves Ltd. 24
Hay, A. H. M. 16
Heinz Co., H. J. 60
Hill, Newton A. 15

I
Imperial Extract Co. 66
Imperial Grain & Milling Co... 10
International Business Machines
Outside back cover
International Commercial
Agency 16
Island Lead Mills 65

J
Jeffress Ltd., E. W. 60
Johnson-Lieber Mercantile Co.. 11

K
Keatings Ltd. 24
Kidd, T. Ashmore 15
Klaus Swiss Milk Chocolate.... 25

L
Lambe, W. G. A. 15
Langley, Harris & Co. 15
Lachaine, Geo. D. 16
Lemon Bros. 65
Laing Produce & Storage Co., Ltd., The 6
Leonard Fisheries, Ltd. 28
Loggie, Sons & Co. 15

M
McCaskey Systems Ltd. 80
McCormick Mfg. Co., Ltd..... 26
McLaughlan, J. K. 15
McLay Brokerage Co. 12
Macdonald Reg., W. C. 17
Mackenzie, W. L. 12
Maclure & Langley 15
Magor, Son & Co., Ltd. 80
Malcolm Condensing 66
Mann & Co., C. A. 79
Maple Crispett Co. 18
Maple Tree Producers Ltd. 62
Marsh Grape Juice Co. 64
Mason & Co., Ltd., Geo. 24
("O.K." Sauce)
Mathieu & Co., J. L. 72
Mickle, Geo. T. 15
Moore & Co., R. M. 79
Morris & Co. 60
Morrisette, Nap. 64
Mowat & McGeachie 12
Mueller Co., Ltd., The Chas... 79

N
National Cash Register Co.... 69
Nagle Mercantile Co. 77
National Fly Catcher Co..... 62
National Licorice Co. 63
Nicholson-Rankin Ltd. 30
North Amer. Dye Corp. 22

O
Oakey & Sons, Ltd., John..... 14
O'Donnell Co., John J. 15
Oxo Ltd. 76

P
Pattison, Andrew 25
Patrick & Co., W. G. 15
Pennock & Co., H. P. 13
Phillipou, D. D. 65
Peters, Duncan Ltd. 21
Pritty Ltd., John 11
Prescott & Co. 15
Procter & Gamble Distributing Co. 8
Pure Cane Molasses Co. 18
Pullan, E. 64

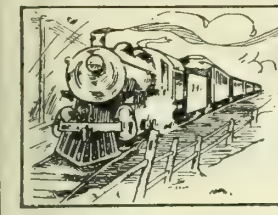
R
Red Rose Tea 29
Richardson & Green 12
Rock City Tobacco Co. 22

S
Salada Tea Co. of Canada, Ltd. 71
Sarnia Paper Box Co..... 74
Schneider & Sons, J. M..... 61
Scott-Bathgate Co., Ltd. 14
Scott & Thomas 15
Scobell Drug Co. 71
Smith, K. 16
Smith & Proctor 62
Smith Brokerage Co., The 16
So-Clean, Ltd. 79
Spratt's Patent, Ltd. 64
Stroyan-Dunwoody Co. 12
St. Arnaud Fils Cie 16
Swift Canadian Co.....
Inside back cover

T
Taylor Safe Works, J. & J..... 74
Tebbitt & Co. 62
Thompson & Co., A. E. 14
Toronto Pottery Co., Ltd. 79
Toronto Salt Works 79
Trade Sundries Ltd. 65
Trent Mfg. Co. 79

V
Vincentelli & Co. 79

W
Walker & Son, Hugh 65
Wallace Fisheries, Ldt. 10, 11
Watson & Truesdale 13
Western Transfer & Storage Ltd. 11
Western Canada Flour Mills.. 23
White & Co. 78
White Cottell's 79
White Swan Spices & Cereals Co. 25
Wiley, Frank H. 12
Williams Storage Co. 13
Woods & Co., Walter 28
Wright, R. H. 11



BUYERS' MARKET GUIDE
Latest Editorial Market News





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as Food Protectors are needed in every home.
Place your order early.

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ASSORTED FRUITS, Etc.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

TEA MARKET IS STRONGER

A recent London mail advice reports a fair recovery from the recent depression in the tea market, though the rally, as affecting the inferior grades, had not been very substantial and can hardly be expected to make much progress until the proportion of the supply of these has been further reduced. However, there is now said to be hardly any tea obtainable in the London market below 4½d, which is about ½d above the level reached in late October. London tea stocks are still heavy, the latest figures showing a total of 167,750,000 pounds, an excess of 50,000,000 pounds over warehouse holdings a year ago.

Information

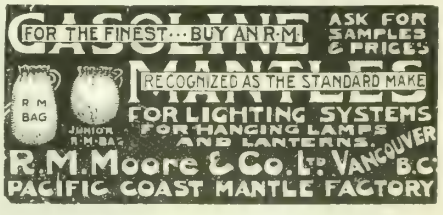
We can keep you posted with all daily news and business Tips.

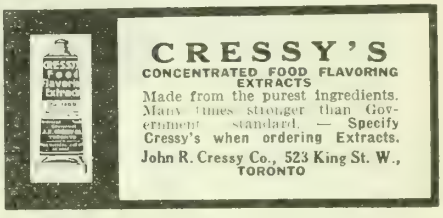
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Phone 1577





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ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

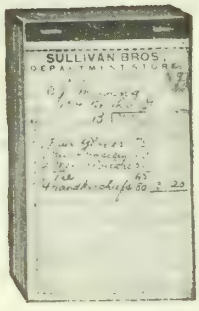
The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

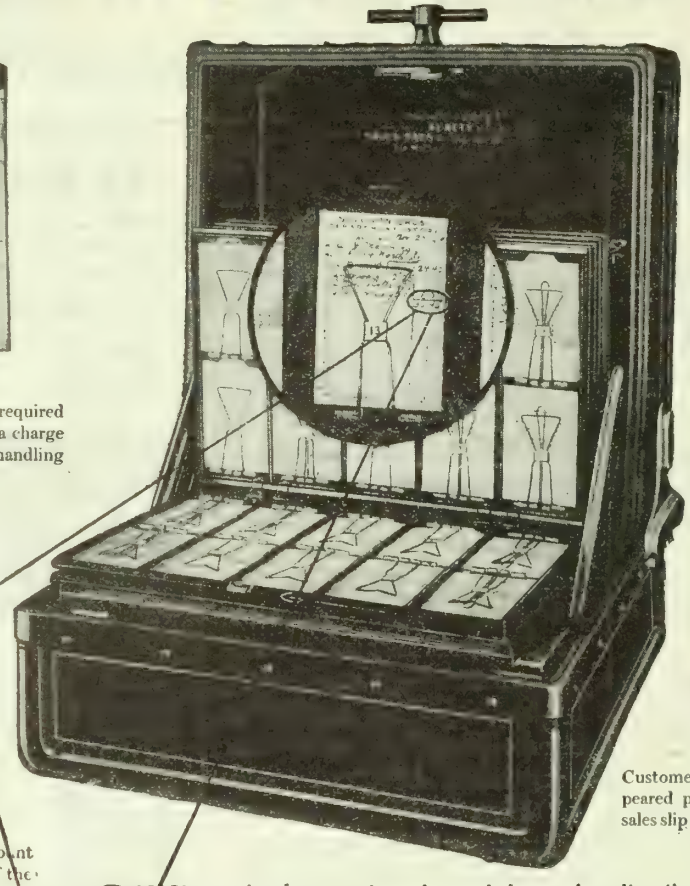
These one-inch spaces only $2.20 per insertion if used each issue in the year.

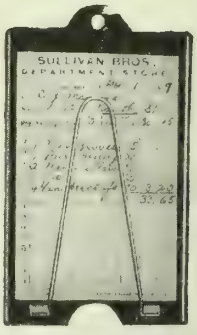
VISIBLE ACCOUNTING — — The McCASKEY WAY



The Original Entry

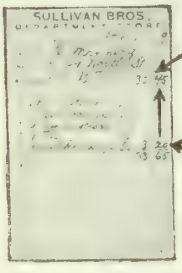
At least this much work is required to make the original entry of a charge sale with any method of handling charge accounts.





"McCaskey Service"

Customer's part of the McCaskey System of Accounts in which he files copy of his totaled charge sales slips in his home.



A charge to a customer's account complete except for the filing of the original in the customer's compartment (13) in the register, the placing of the triplicate copy under the string of the customer's package, and the filing of the duplicate copy on the clerk's spindle.

Customer's compartment in the register as it appeared previous to the filing of today's charge sales slip covering the $3.20 charge to his account.

ONLY two simple operations, beyond the work ordinarily done in making the original entry of a charge, are required by a McCaskey System of Accounts to complete a charge to a customer's account so that it is posted, balanced, and ready for instant settlement with a statement to date in the hands of the customer at all times. These two simple operations are:

1. Bring forward the customer's previous balance from the last charge slip filed in his compartment in the Register.
2. Add the customer's present purchase to his previous balance, and file the original in the customer's compartment in Register. Duplicate to clerk's spindle; triplicate to customer.

How a McCaskey System of Accounts Helps:

THE CUSTOMER

(1) Enables him to SEE at the time the transaction takes place and the details are fresh in his mind that his account is absolutely correct after a charge has been added or credit deducted, thereby eliminating all possible chance for misunderstanding.

(2) Enables him to know the amount of his account at all times so he can provide to meet it, live within his income, and pay up in full each time.

(3) Makes it EASY for him to pay his bill for he can mail in a check or drop in and hand the merchant a check for the amount of the account.

THE MERCHANT

(1) Eliminates the work of posting and making statements.

(2) Reduces the investment necessary to handle his business: (a) by enabling the customer to see at all times what he owes so he can provide to meet it, (b) by making it EASY for him to pay his bills, (c) by having the accounts posted and balanced and ready for settlement at all times.

(3) Enables the merchant to exercise the necessary control over his customers' accounts both with regard to credit limits and promises to pay.

(4) Prevents forgotten charges.

(5) Creates added confidence in the merchant and his methods.

THE CLERK

(1) Makes it unnecessary for him to burden his memory with credit information as the System handles that automatically and he can direct his attention toward effecting sales

THE BOOKKEEPER

(1) Enables him to have every account posted and balanced to the minute and thus remove the possibility of overlooking unposted items in settling accounts.

(2) Eliminates the unproductive work of posting and making statements so the bookkeeper can utilize the time thus saved in doing other work.

There is a McCaskey System of Accounts for your business——ask for information today.

SYSTEMS SALESBOOKS

McCaskey©

GALT, ONTARIO

Oleomargarine Sales
are Increasing Daily

Because the merits of this wholesome and economical product are becoming so universally known. But Our Consistent Publicity Makes EXTRA SPECIAL Demand for

Swift's
"Premium" and "Gem Nut" Oleomargarine

Our advertising not only points out the purpose and advantages of Oleomargarine, but is driving home these *Names*. Thousands of housewives have already been convinced why it pays to use only Swift's "Premium" and "Gem Nut," and many more are daily insisting on these famous brands in preference to all others.

This Means Steady Repeat Business

for every dealer who links up with our advertising by featuring Swift's Oleomargarine by counter and window displays.

Order from our Salesman or Direct

Swift Canadian Co.
Limited

THE INTERNATIONAL

DAYTON SCALE



When You Buy a Scale, Don't Buy an Experiment

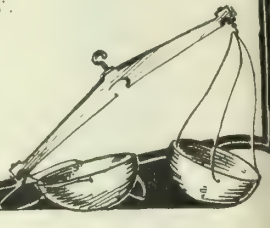
Profit, instead, by the experience of the largest established manufacturers of computing scales in the world. Every specification that is involved in the making of the International Dayton Scale, has been thoroughly tried and has stood the test of Time.

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—"the whole truth and nothing but the truth"

Justice demands it in the law courts and Justice demands it at the grocery counter. Justice tolerates neither overweight nor underweight. Cheap-priced scales and poor scales of high price are quickly "thrown out of court." Their life is short and erratic. The scale-buyer who looks for lasting results informs himself well on the essentials of true and perfect scale-building. The specifications of the International Dayton Scale are the product of 30 years' experience. Every one has proved its reliability. There are no weak parts in this Modern Scale of Justice.



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Members of the Associated Business Papers Only Weekly Grocer Paper Published in Canada

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Vol. XXXIV. PUBLICATION OFFICE: TORONTO, DECEMBER 10, 1920 No. 50

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with Solder-Hemmed Caps

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Copy of Report will be sent on request to any one interested



WHY WORK ?

There are two recognized ways of getting out of work: one is not to do it at all; the other is to pay someone else to do it.

But Aladdin Dye Soap provides a new way to save the merchant work.

With a one gross order of Aladdin Dye Soap you get **free** a handsome revolving Display Stand; and it is surprising the work this silent salesman does. It is a connecting link with our extensive Advertising Campaign.

When a customer who has read the Aladdin advertisements enters your store, she sees the Aladdin Display Stand resting on your counter. She turns it around, selects the colors she desires—and the sale is made.

No work on your part.

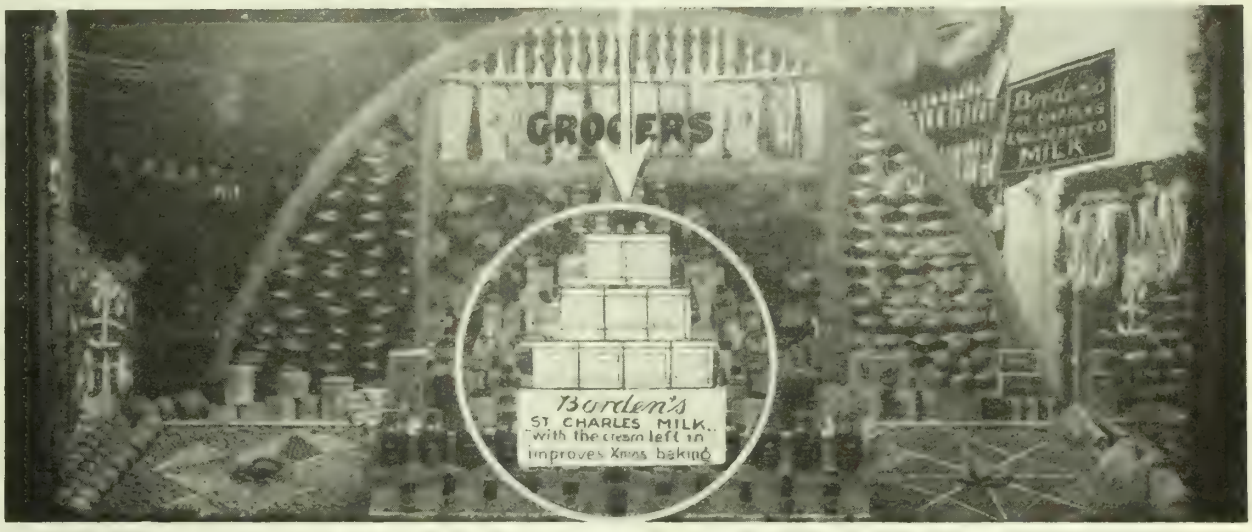
One glance at Aladdin's variety of beautiful colors is enough to win any feminine heart.

Order a gross of Aladdin Dye Soap and ask for this silent clerk that draws no salary, yet earns big profits for the dealer who puts him to work.

Channell Chemical Co., Limited
Distributors TORONTO

CANADIAN GROCER, published every Friday. Yearly subscription price, $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.

Don't forget a Borden display in Your Christmas Window



When dressing your Christmas windows it will pay you to give **Borden's St. Charles Milk** (the milk with the cream left in) a prominent position, and here's why—

Thousands of Canadian women have been told through **Borden National Advertising** that **St. Charles Milk** used in baking adds an improved, rich, creamy flavor that is instantly noticeable. Hundreds have found out that it not only improves the flavor but it also "cuts the cost of cooking," and many of your customers will be trying it in their Xmas baking for the first time.

A **St. Charles** display means a reminder that will mean bigger business now and in the future—for once your customers start using St. Charles in their baking they'll never use ordinary milk.

Don't forget a **St. Charles display**—work it in your window to-day.

The Borden Co., Limited
Montreal

Borden's Products
Eagle Brand Milk
St. Charles Milk

Reindeer Coffee
Reindeer Cocoa
Malted Milk

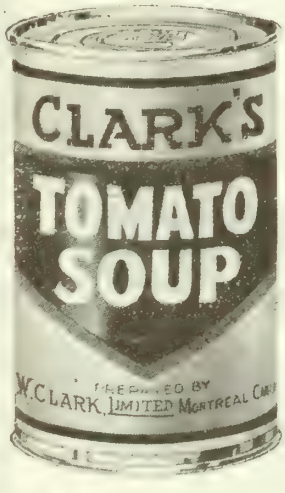


Borden's
ST. CHARLES
Brand Milk
"With the Cream Left in"

CLARK'S
PREPARED FOODS

Corned Beef, Roast Beef, Beef Steak and Onions, Canadian Boiled Dinner, English Brawn, Boneless Pigs' Feet, Irish Stew, Cambridge Sausage, Ox Tongues, Lunch Tongues, Soups, Sliced Smoked Beef, Tongue, Ham and Veal, Potted Meats, Peanut Butter, Tomato Ketchup, Spaghetti with Tomato Sauce and Cheese.

CLARK'S PORK & BEANS and OTHER GOOD THINGS

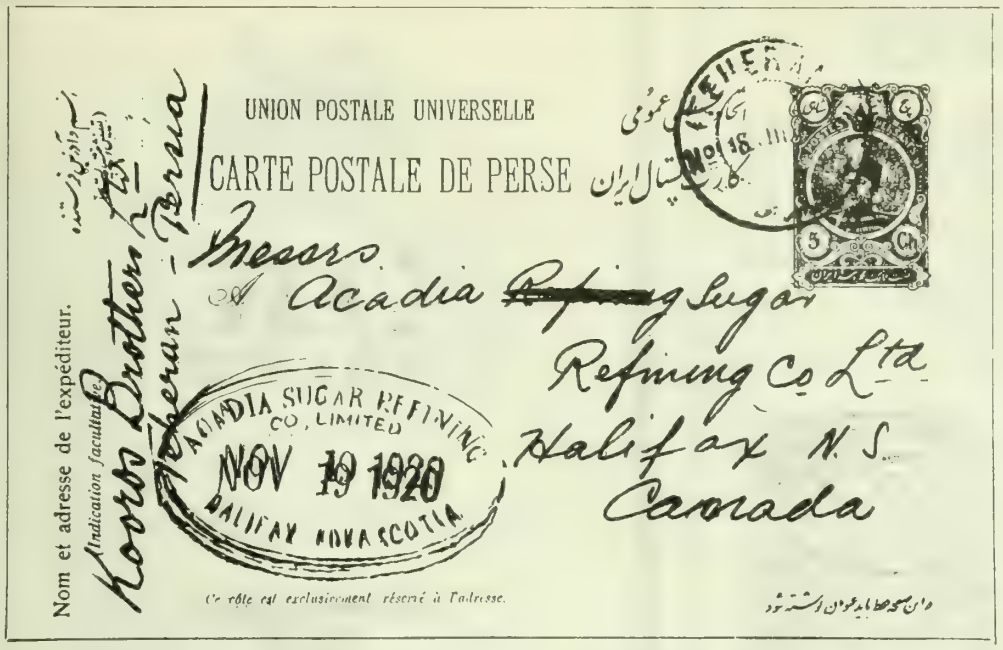


Every one a
FAVORITE
and every one a
SELLER



MADE IN CANADA BY CANADIANS

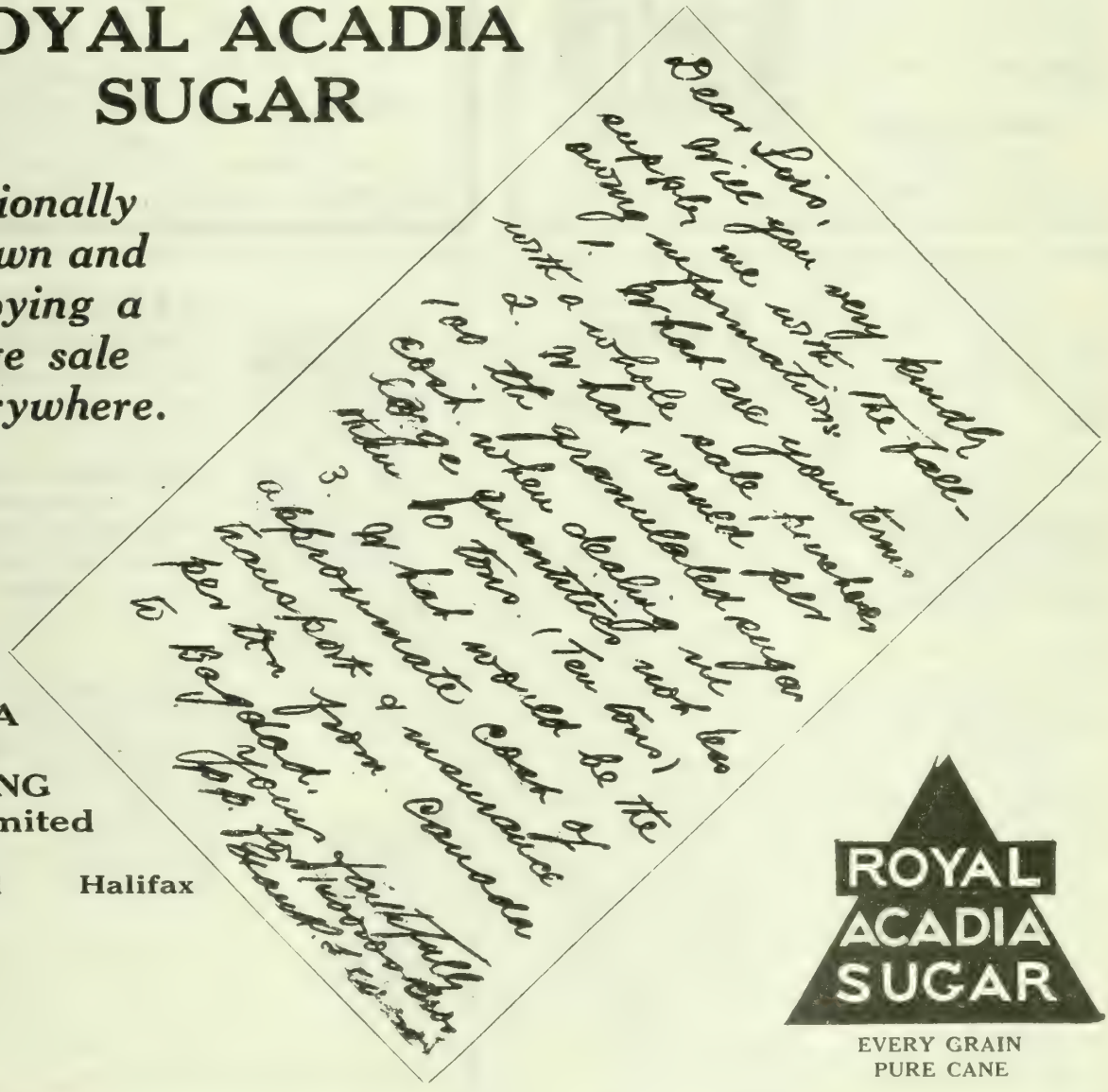
W. CLARK, LIMITED, MONTREAL



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ROYAL ACADIA SUGAR

Nationally known and enjoying a large sale everywhere.



ACADIA SUGAR REFINING CO., Limited

Montreal Halifax

ROYAL ACADIA SUGAR

EVERY GRAIN PURE CANE

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TONIC SALTS

A Combined Nerve Tonic and Blood Purifier

Contained in neat, attractive tin — good for effective window show.

These salts are not just the usual effervescing refreshers but contain active medicinal qualities.

They purify and stimulate the liver and digestive organs.

A good line to market, showing a handsome profit.

Address enquiries to your usual wholesaler or direct to



JOHN CRAMPTON & CO., LTD.
Manchester, England **Est. 1849**



'O.K.' SAUCE

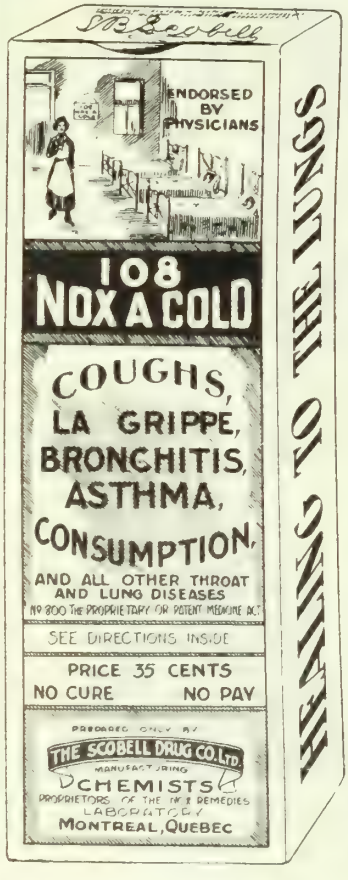
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as palate pleasure and true digestive

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108
Nox a Cold

For 20 years this remedy has been recognized as

CANADA'S BEST COUGH MEDICINE

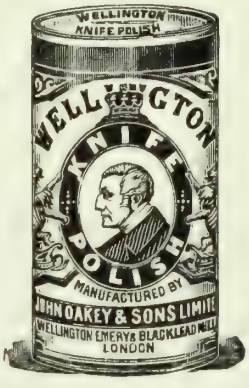
Guaranteed to help the worst cough or cold. For Bronchitis, Sore Throat, Quinsy, it has no equal.

EVERY GROCERY STORE

can sell this line and make an excellent profit.

Representatives wanted in every Province.
Write us for this Attractive Agency.

THE SCOBELL DRUG CO., LIMITED
91-92 Youville Square, Montreal



OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

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THERE'S NO VERMIN IN DOMINO



Insist on Domino or Jack Frost Package Rice. You would if you could see the roaches, flies, mice, rats and germ-laden dust that gather in bulk rice. It is protected from the mill to your store by modern sanitary precautions. They contain the best quality

CAROLINA AND BLUE ROSE RICE

There are no other package rices just as good. You can prove it yourself by examining their beautiful selected grain, white as snow.

RALPH GOLDSMITH CO., New Orleans, La.

Canadian Agent: **C. C. Mann, Board of Trade Bldg., Toronto**

EDDY'S



Silent Five Matches

Canada's best liked household match. Made from choice, soft, smooth-fibred pine that will not break in striking. Sesqui tipped, silent striking and non-poisonous. Silent Fives are chemically self-extinguishing—they go out *completely* when blown out. No after-glow.

Indurated Fibreware

Every housewife appreciates the manifold advantage of Indurated Fibreware Utensils over the old-fashioned wood or metal ware.

Utensils made of Eddy's Indurated Fibreware will never shrink or fall apart. Leak proof, too, because made seamless in one piece.

Keep your stocks displayed.



The
E. B. Eddy Co., Limited
Hull, Canada

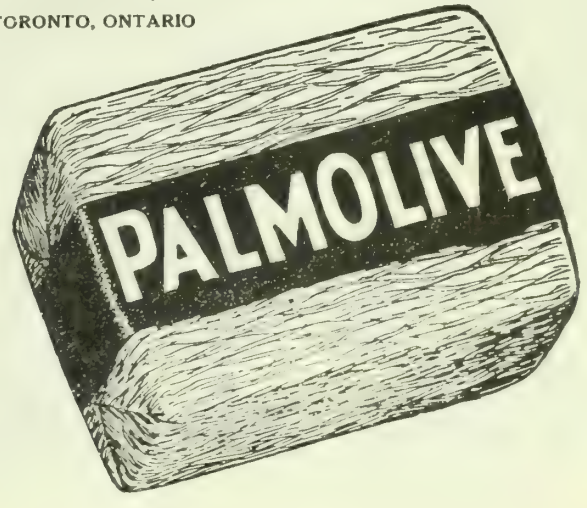
PALMOLIVE
Commands an ever-increasing market

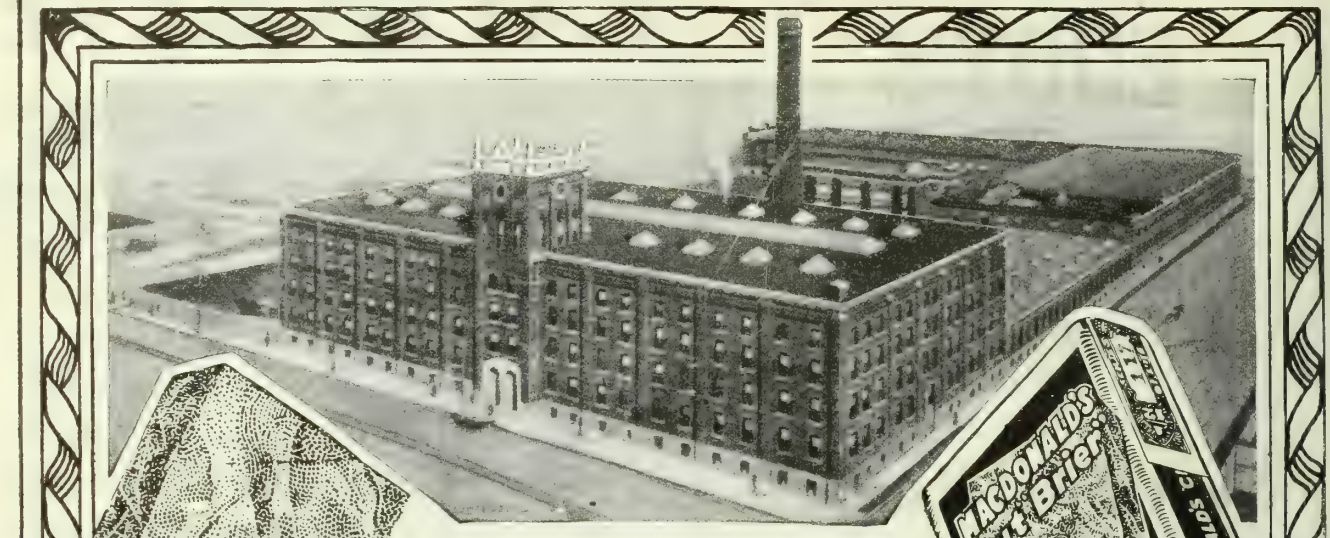
Prospective users of Palmolive learn about it in the magazines and newspapers of the United States and Canada, which are everywhere dominated by compelling Palmolive advertisements. No wonder millions of *new users* ask for Palmolive every year. And no one who uses Palmolive ever goes back to any other soap. That is why Palmolive sales repeat.

"Ask any wholesale grocer's salesman"

He will tell you that Palmolive is the most popular seller, the most extensively advertised. He will also tell you why he likes to sell it—because it is the most profitable soap for both wholesaler and retailer on account of the repeat orders and rapid turnover.

THE PALMOLIVE COMPANY
OF CANADA, Limited
TORONTO, ONTARIO





Dividends 240%

EVERY time you turn over your stock of Macdonald's Tobacco, it pays you an average of 20% on your investment.

Suppose you turn it over only once a month, you are getting a yearly return of 240% on your capital.

But the great, ever-growing demand for Macdonald's can speed up your turnover to more than a monthly affair—and increase your profits accordingly.

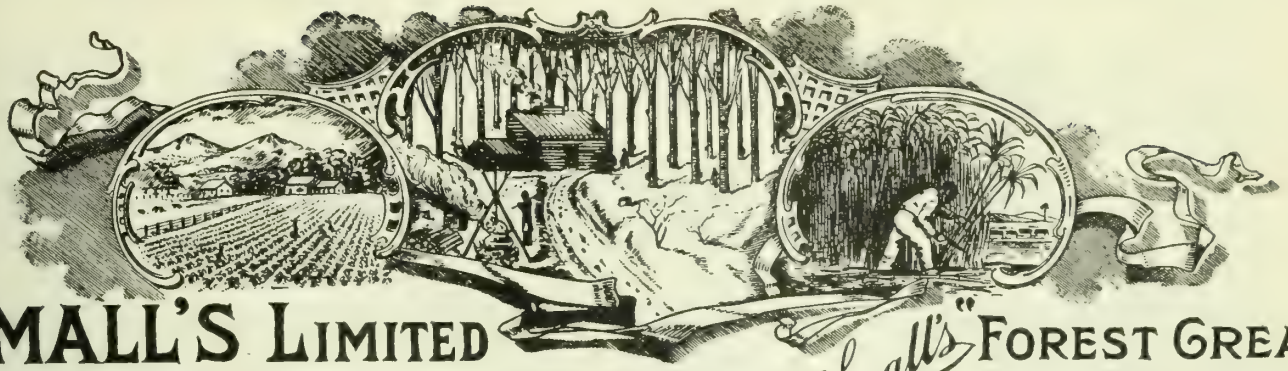
240% GROSS PROFIT per year is a conservative estimate for Macdonald's Tobacco.

Think this over.

The Tobacco with a heart



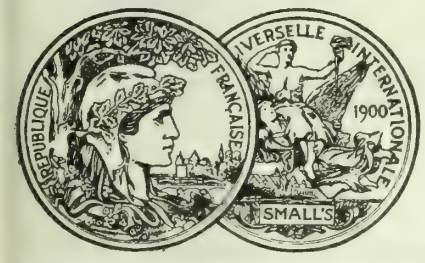
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SMALL'S LIMITED

IMPORTERS, EXPORTERS, MANUFACTURERS. *Small's* **"FOREST CREAM" FOOD PRODUCTS**





Note the words Maple Butter just back of center rail post in accompanying photo taken by Earnest Reardon, Ottawa, in the old wood Dairy Building, Ottawa, year 1896. **Small's Forest Cream Maple Butter,** made from the original exclusive formulas held for past 90 years, together with **Small's Forest Cream Maple Syrup, Sugar, Peanut Butter** and other food products, hold world's verdict as being standard. Advertised in all leading magazines and farm journals throughout Canada and in street cars. May be had at all jobbing centers throughout Canada. Convenience or price, no excuse for substitute.



(Hold fast to quality—John Wanamaker.)



Actual Size. $2.40 Dozen, Montreal.

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

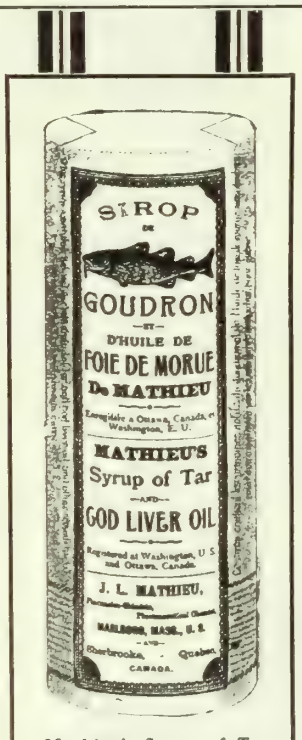
We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST. : : : : MONTREAL, P.Q.



Mathieu's Syrup of Tar and Cod Liver Oil—a splendid body builder.

A Highly Profitable Side-line that is a Steady Winter Seller

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

The season for Colds, La Grippe and Influenza is here again and your customers will be looking for a reliable cough remedy that can be depended upon. Why not offer them Mathieu's Syrup of Tar and Cod Liver Oil, the nationally known cough remedy that has won confidence and praise wherever it has been sold? This Mathieu remedy possesses no injurious or habit-forming drugs and its profit margin is excellent.

Try Sample Order

J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

What do you think of this recommendation?

Windmill

(Registered Trade Mark)

Barbados Super-Fancy Molasses

Dear Sirs:—

The unusual way in which you have backed me up in the sale of Windmill Brand Barbados Molasses has benefited my trade beyond all expectations.

Before I stocked your molasses my customers rarely asked for any particular brand. They had no preference. Now they invariably ask for Windmill Brand.

During the two months that I have handled Windmill I have sold more than I ever did before of all brands combined in the same period of time.

People who never dealt with me before now come to my store regularly. I have your services to thank for these new customers because their first purchases were Windmill Brand Molasses.

* * * *

Every one of our distributors would willingly write us a letter like this, if they were asked to give their opinion of our services. Just ask them.

Let Us Increase Your Business

Put in a supply of Windmill Brand Molasses and cash in on the biggest advertising campaign ever launched for Barbados Molasses. Our special dealer service keeps Windmill moving from your barrels to your customers. Full particulars of this service on request.

Windmill Brand Molasses is made from the juice of the finest Golden Ribbon Cane. It is imported direct by us into Canada and distributed only under the protection of our registered trade mark, Windmill Brand.

We guarantee Windmill to be absolutely pure and highest grade Barbados Molasses.

Pure Cane Molasses Company

of Canada, Limited

Montreal, Quebec **St. John, N.B.**

WATCH IT SELL

and you'll know why Sun-Maid pays

Quick turnover is **one** reason for the **sure** profit Sun-Maid brings to grocers. Sun-Maid advertising creates a national demand; and millions of housewives want these raisins for confidence in satisfaction.

Place your order now

Three Varieties:

Sun-Maid Seeded
(seeds removed)

Sun-Maid Seedless
(grown without seeds)

Sun-Maid Clusters
(on the stem)



California Associated Raisin Co.
Membership 10,000 Growers
Fresno, California

EUREKA REFRIGERATORS



When you purchase a Eureka Refrigerator, you not only get a refrigerator, you get the most **sincere service** it is possible for us to render.

Not only is the Eureka Refrigerator the best in the market, but we go further, we maintain a staff of experts whose duty it is to give advice where needed regarding refrigeration problems.

This service is for **you!** Why not take advantage of it now?

Write for free illustrated literature and prices.

Eureka Refrigerator Co., Limited
Head Offices and Factories:
OWEN SOUND, ONT.

The Most Important Point About Any Canned Food IS



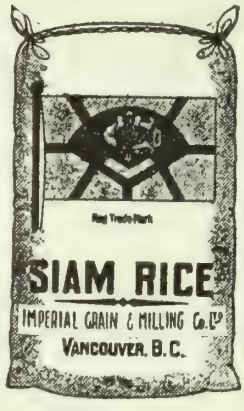
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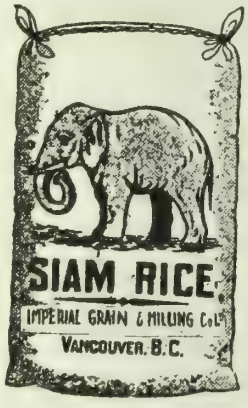
Kiltie Brand Pinks are vouched for by

WALLACE FISHERIES LIMITED

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

AGENCIES WANTED

Energetic concern, well organized, desires British Columbia agencies for standard lines. Has established connections with retail grocery trade throughout the province. Reference, Bank of Nova Scotia. Send full particulars to R. H. Wright, 509 Richards St., Vancouver, B.C.

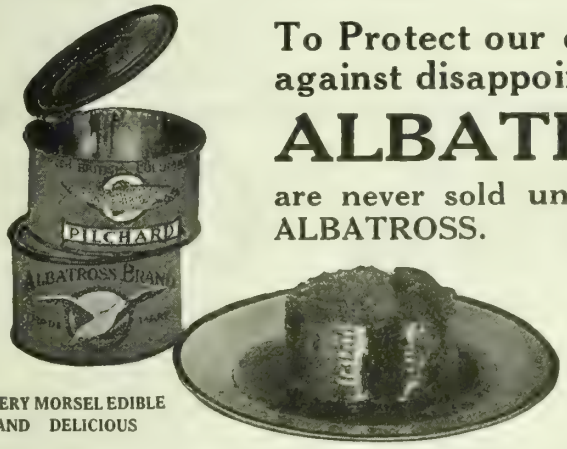
W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

JOHNSON LIEBER MERCANTILE COMPANY of Canada, Ltd.
Brokers and Manufacturers' Agents
Established thirty years, maintaining offices in principal cities of Pacific northwest.
Our organization offers manufacturers every facility necessary to successful marketing of their product.
Calling upon Grocers, Confectioners, Hardware, Stationers and Ship Chandlery.
850 Hastings St. West, VANCOUVER, B.C.

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

JOHN PRITTY, Ltd. Merchandise Broker and Manufacturers' Agent
Head Office: REGINA, Sask.
Specializing in Carlots of—
Potatoes, Poultry, Eggs, Butter (Dairy and Creamery), Rice, Beans, Canned Fruits, Dried Fruits, Nuts, Raisins, Dates, etc.
An energetic Western organization with lots of experience and efficient sales organization.

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER



EVERY MORSEL EDIBLE AND DELICIOUS

To Protect our enviable reputation, and our customers against disappointment, we must announce

ALBATROSS PILCHARDS

are never sold un-labeled, nor under any other brand than ALBATROSS.

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec :—Alfred Powis & Son, Hamilton, Ontario
Manitoba and Saskatchewan:—H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia :—Mason & Hickey
J. L. Beckwith, Victoria, B. C.



The **CROWN** *Trade-Mark*

on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

California Raisins of all kinds.

Gosse-Millerd (Vancouver Pack) Canned Salmon in Sockeye, Cohoe, and other brands.

Also all pickled and frozen Trout and Herring.

LEMON BROS.

OWEN SOUND - ONTARIO

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
Groceries and Chemicals
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Let us place your products among the leaders

Our past record and reputation for successful merchandising is your assurance of big results if you enlist our services.

Our organization is backed by ample capital, is composed of a chain of six large warehouses from Winnipeg to Vancouver, and at each point is a staff of thoroughly experienced, energetic salesmen.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

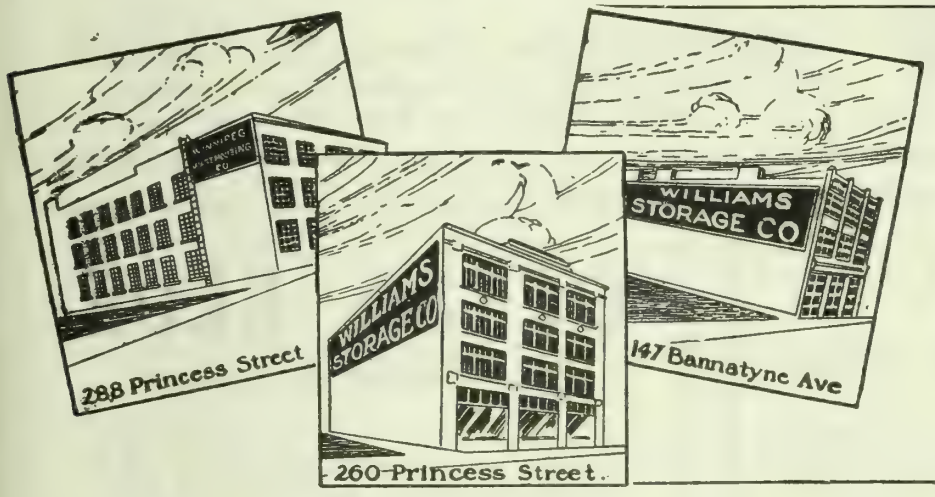
WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED



The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

A SILENT SALESMAN

A Silent Salesman illustrated in the Arnett catalog which shows a range of styles to suit every purpose.

Make your whole store do saleswork by installing Arnett Silent Salesman.

Write for this Catalog

THOMAS LEWIS ARNETT
SOURIS MAN.



ARNETTIZE YOUR STORE

3

The Want Ad Page

Will put you in touch with the best retail hardware salesmen in Canada. If you need a good man, advertise in CANADIAN GROCER. Cost 2c word and 10c extra for Box number.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA



DETAIL WORK

Christie's Biscuits and
Robertson's Confectionery

are having big sales in Western Canada. Why not have your goods marketed by their agents?

Scott-Bathgate Company, Limited
Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchant

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

OCEAN BLUE
In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from Your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

J. K. McLAUCHLAN
Manufacturers' Agent and Grocery Broker
(Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
"We cover Ontario with Grocers' Specialties and Confections."

NEWTON A. HILL
Grocery Broker and Manufacturers' Agent
56 Front St. E. Toronto

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

John J. O'Donnell Co.
Commission Brokers
Manufacturers' Agents
Representing J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited., Vancouver; Harry Hall & Co., Vancouver, and others. Correspondence solicited.
Heintzman Bldg., Windsor, Ont.

For the distribution of your products in Kingston and district, correspond with
T. ASHMORE KIDD
Broker and Distributor
KINGSTON - ONTARIO

H. C. BRENNAN
Manufacturers' Agent and Grocery Broker.
Representing J. H. Wethey Ltd.
S. F. Lawrason & Co., "Snowflake" Brand Goods.
Galanopoulos & Macris, Patras. Greece.
Kearney Bros., Ltd.
Open to represent other Manufacturers of high class lines.
Booth Bldg. Ottawa, Canada.

When Answering Advertisements Kindly Mention this Paper

KLAUS SWISS MILK CHOCOLATE

"Is again on the market"

After an absence of 5 years this Genuine **Swiss Milk Chocolate**

Can be purchased by sending your orders direct to

ANDREW PATTISON

248 St. James St. MONTREAL

We require representatives for the following Districts:
Quebec, New Brunswick, Nova Scotia, Ontario, Newfoundland, P.E. Island

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

Belgo-Canadian Trading Co. Regd.
Import and Export
General Distributors
Importers of BELL RICE, Dutch Cocoa and West Indian Products
103 St. Francois Xavier St. MONTREAL

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

PEAS WANTED
Good boiling peas, either carloads or less. Send samples advising quantity you have and price wanted.
Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311 80 ST. PETER ST.
Residence 6383 QUEBEC

K. Smith
Broker and Commission Merchant
1696A Hutchison St.
MONTREAL

YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.

We now Book orders for Xmas Clear Toys. Packed in wooden boxes 10 lbs. each.
S. & M.
The Cream of all Chocolates.
Write us for Prices and Discounts.
Sole Canadian Distributors:
Dominion Confectioners Limited
229 Notre Dame West, Montreal
Our Agents:
Samuels, Carney & Dickie Ltd. Halifax, N.S.
Chadwick & Co. Toronto, Ont.
L. Edward Whittaker St. John, N.B.
H. H. Beer Summerside, P.E.I.

CLIMAX PAPER BALER

earns money for you every day—Turns waste into profit. 12 sizes.
Send for Catalog
Climax Baler Co.
Hamilton, Ont.

When Writing to Advertisers Kindly Mention this Paper

EXTRA PROFITS

For Your Xmas Trade



A splendid opportunity is offered to make additional Xmas and New Year's profits through the increased demand for

Unfermented Wines and Beverages

Well-advised retailers are preparing for this profitable business by making attractive window display and featuring our carefully selected and attractively bottled wines.

Nearly every customer would like at least one bottle of our delicious Xmas Port and many merchants are featuring a Special Xmas and New Year's Hamper of ½ doz. bottles made up of a selection from the following:—

Red Cherry Wine	*Port Wine*	*Strawberry Wine*
Black Cherry Wine	*Sloe Gin*	*Blackberry Wine*
Creme de Menthe	*Grape Wine*	*Raspberry Wine*
Ginger Wine	*Tokay (White Grape) Wine*	

We are making special arrangements to fill your Xmas orders carefully and quickly at $4.50 per dozen—if you have not time to write us, telephone your order or wire direct at our expense.

Ontario Wine Company

Toronto - - Ontario

We also manufacture Pure Native Wines for private use only—Price lists on application.

Notice to the Trade
—Mazola—

We are
endeavoring to keep
up with the demand for
Mazola
but advise that repeat
orders be placed promptly
to avoid possible
disappointments.

We pay full tribute to the far-sightedness of so many progressive grocers, in realizing the immense possibilities of Mazola, and gratefully acknowledge their valuable co-operation in helping to make it the recognized staple that it is to-day, wherever introduced.

THE CANADA STARCH COMPANY, LIMITED
MONTREAL

Makers of Lily White Syrup, Crown Brand Syrup, Benson's Corn Starch, and Mazola

"Member Audit Bureau Circulations"
"Member Associated Business Papers"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXIV. TORONTO, DEC. 10, 1920 No. 50

EDITORIAL CONTENTS

Satisfaction Means Grocer's Success 23-25
Advance in Flour Is Not Unlikely 25
Making Sales of Christmas Hampers 26
Stocks of Salt Are Dangerously Low—New Food Building May be Ready For 1921 Exhibition—A Suggestion For a Christmas Advertisement 27
Are All Bankrupts Dishonest? 28-29
Editorial Page 30
Are Goods Priced Too Closely? 31
Current News 32
The Christmas Window Contest 33
News From Western Canada 34
System of Distribution Is on the Defensive 35
Confectionery Industries Before Tariff Board 35
General Markets 36-42
Markets by Wire 43
Fish and Produce Men Oppose Increase in Express Rates 44
November Fish Trade Shows Increase 45
Comparative Yields of Potatoes and Turnips 45
Produce Markets—Quebec, Ontario, Winnipeg 46-48

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* H. T. HUNTER, *Vice-President*
H. V. TYRRELL, *General Manager*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Druggists' Weekly, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, The Canadian Motor, Tractor and Implement Trade Journal.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway, Telephone Watkins 5869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401, Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9183.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year; United States, $4.50 a year; other countries, $5 a year; single copies, 15 cents. Invariably in advance.

Send Your Rush Orders for Christmas Fruits, Nuts, etc., to S. J. Major, Limited

Owing to the unsettled conditions of the market in all lines, the retail trade did not as in previous years, stock as early as usual their requirements of Christmas goods. It is altogether different with us. Merchandise must be assembled from all parts of the world and orders placed early. Deliveries to the wholesalers were made earlier than during the last three or four years and our stock is better assorted than ever.

Express companies will benefit from this late buying more than anyone else.

Anticipating a rush of telephones, wires and mail orders during the next two weeks, special preparations were made in our shipping department. Prices will be the lowest possible and the quality of our goods guaranteed always.



S. J. Major, Limited

WHOLESALE GROCERS

Ottawa : : Canada

Founded in 1879

Holiday Tea Booth

In the big stores, booths serving samples of food preparations, tea, coffee, chocolate, etc., are always crowded. Why not arrange a Red Rose Tea booth in your store for the holiday shoppers? It would make a profitable attraction to your store. Christmas shoppers always welcome a good cup of tea.



T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton

"We Are Fishing for Your Business"

The Very Best of Good Fish

LEONARD BRAND

This is the season when every grocer can carry a supply of fish profitably.

FISH—Fresh, Frozen, Smoked, Dried and Pickled,
Haddies, Fillets, Kippers and Bloaters.

OYSTERS—In Bulk, Shell and Bottled.

Order from your dealer or direct from

Branches:
Canso, N.S.
Halifax, N.S.
St. John, N.B.
Port Hawkesbury, N.S.

LEONARD FISHERIES, LIMITED

PRODUCERS, PACKERS, CURERS AND DISTRIBUTORS

Head Office—MONTREAL

Branches:
Montreal, P.Q.
Ingonish, N.S.
Grand River, P.Q.
North Sydney, N.S.

Sell Products that are Leaders

It always pays to handle goods that have stood the test of time. KEEN'S OXFORD BLUE has had an established, steady selling record for over fifty years.

Keep your stock well replenished



A Counter Display Stand like this will make your sales even more easy.

Magor, Son & Co., Ltd.

191 St. Paul St. W. MONTREAL

30 Church St. TORONTO

A XMAS SUGGESTION

that will increase your profits

Retailers displaying these Christmas cases will sell a lot of them during the season.

Case containing 1 doz. tins DOMINION BRAND CHOICE QUALITY FRUITS IN SYRUP containing 2 tins each Red Pitted Cherries, Lawtonberries, Peaches, Pears, Plums, Red Raspberries.

Case containing 1 doz. tins NIAGARA FALLS BRAND FANCY QUALITY FRUITS IN SYRUP containing 3 tins each Preserved Cherries, Peaches, Green Gage Plums, Red Raspberries.

Case containing 1 doz. 16 oz. GLASS Jars AYLMER PURE JAMS, each containing 2 Jars Strawberry, Red Raspberry, Black Currant, Peach, Plum, Apricot.

DOMINION CANNERS LIMITED

HAMILTON - ONTARIO

CANADIAN GROCER

VOL. XXXIV TORONTO, DECEMBER 10, 1920 No. 50

"Satisfaction Means Grocer's Success"

F. F. Adams, Cardinal, Ont., Has Built Up a Big Business From a Small Beginning—Many Novel Ideas That Have Meant Much in the Way of Developing Trade—Safeguarding His Accounts.

(By Special Correspondent of Canadian Grocer)

CARDINAL, Ont. — Twenty-two years ago, on the evening of July 1st, 1898, Frank F. Adams started his little grocery store in Cardinal, Ont., with a capital of three hundred dollars. So anxious was he to get his little enterprise started that after working all that day in preparation he decided that despite the fact that it was a holiday he would open the store for business, for a few hours that night. He was delighted with the three dollars that were taken in the first evening. From that night on, the daily receipts mounted up. His grocery business became not only his occupation and livelihood, but his pleasure and hobby. The extra profits went not into the bank or into some other business, but into the grocery. It was always his delight to see the stock enlarging and the appearance of the store improving.

Peter Adams, the father of the proprietor of the store, who is now 72 years of age, has always taken a very keen interest in his son's business and to him Mr. Adams gives much of the credit for the inspiration and practical assistance during the first years of the business. For the first few year Mr. Adams, sr., did all the delivery work and as his son said to a Canadian Grocer representative: "A good part of the success of the grocery business may depend upon the one who delivers the parcels. If he has the interests of the business at heart, he is sure to win the good will of all the customers, by giving them the best possible service and nothing means more to the grocery business. In this way I realize that my father did much to put my business on the way to bigger things during its early days."

In September of this year the final improvements were made to the new, large store which puts it among the finest grocery stores in the Province of Ontario. During the twenty-two years of business this store has steadily grown, not only in business done but in floor space and equipment. The whole front of the store is made up of four large windows with a big entrance between. The big open floor space is particularly inviting since the store never looks crowded and there seems to be a place for everything. All the counters are glass showcases with a big refrigerating counter at the rear for the perishable goods. The two side walls are covered with shelving with rolling glass doors. Everything speaks of system—Mr. Adams' hobby. There are two windows at the back of the store that face towards the big yard and sheds at the rear. A brick enclosure built between the two windows gives accommodation for the safe and for a large refrigerator. This refrigerator, which on account of dryness of the interior, is particularly adapted for storing some goods which are affected by dampness, was built to Mr. Adams' specifications. The ice is fed in from the outside of the building, and for this reason the trap into which the ice is put is built into the side of the refrigerator. When it is thus possible to replenish the ice supply from the outside, a great deal of the muss and inconvenience of the task is done away with.



E. A. IRWIN. F. F. ADAMS. PETER ADAMS.

Safeguarding Accounts

Another novel idea that the proprietor of this store has put into effect is in connection with safeguarding his ac-

count records. For some time Mr. Adams used an autograph account register which was carried from the counter every evening to the safe, and left there during the night as a precaution against fire or burglary. This equipment was very heavy and cumbersome, and so the idea of making it part of the safe itself came to Mr. Adams. After trying several schemes, the present arrangement was perfected. Two steel rails with rollers were attached to the walls of the safe and a small platform that would fold up when the safe was closed, was fitted to the rails. On this platform the register was placed, so that in the morning, the safe is opened, the platform lowered and the register rides out as it were on a little desk. A desk lamp is placed above the safe to give sufficient light to permit the use of this space, that under other conditions would not be used during the day.

System Pleases Customers

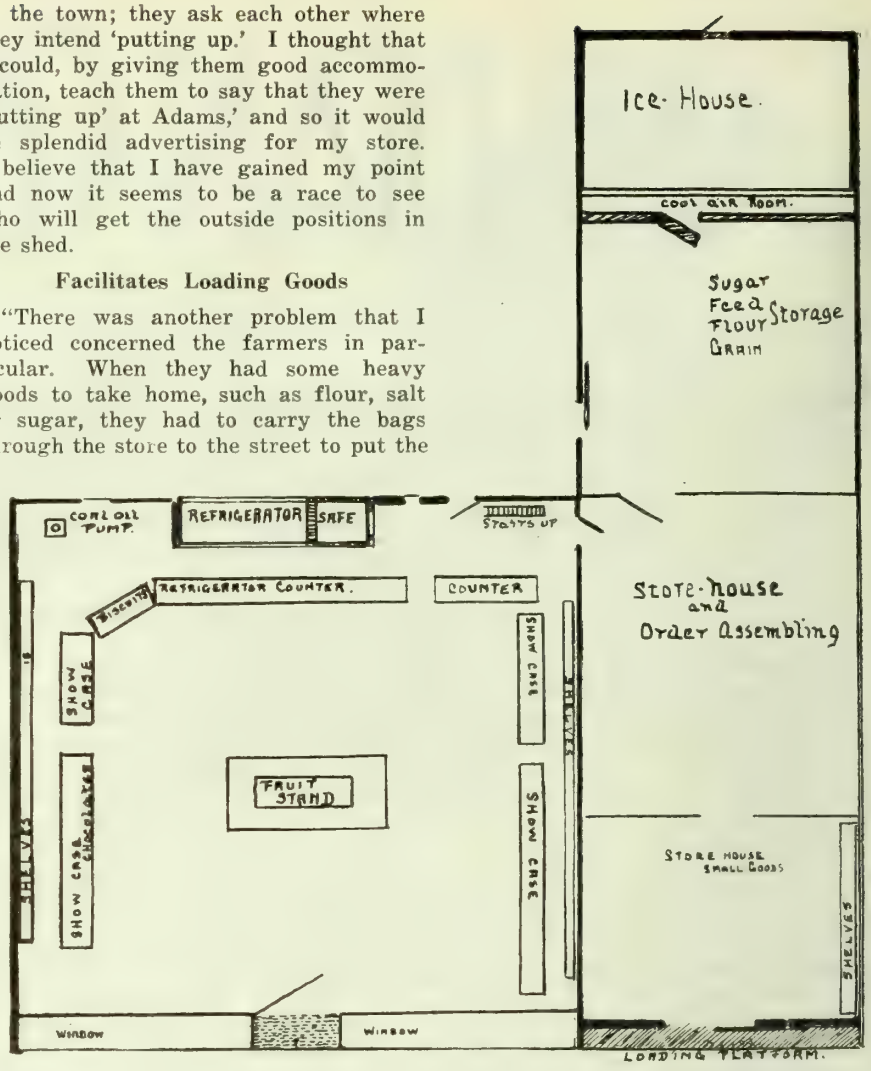
In speaking of these little novel ideas which all improve the system of the business and lessen the labor, Mr. Adams said to Canadian Grocer representative, "There are many reasons why I do everything possible to increase the efficiency of my business by system. The finest and perhaps the most important is that when these systematic arrangements are used, the working conditions are improved, the work is more pleasant, the surroundings are nicer and as a result all those employed in the business are happier, they enjoy their work and better results are absolutely insured. Everything that improves system to my mind increases business, and in that way more than pays for itself. Then, too, the general appearance of the store is improved, the atmosphere of the place is more businesslike, the customers are more easily attended to and it takes less time to wait upon a customer. All of these things are pleasing to those who deal in such a store and in our case, that is our ambition.

Catering to Country Trade

"A great part of our business is done with those who come in from the country and from the smaller outlying towns. We have studied their needs and the things that will facilitate their buying trips to our town. The first thought that came to my mind in this connection was 'where do the farmers leave their horses and vehicles when they come to town?' There is some accommodation for them, such as it is, at the hotel. As I owned a lot behind my store I built upon it a shed which will accommodate ten to twelve buggies. It did not take long for the farmers to take advantage of this. I then thought that there was considerable advertising to be derived from this accommodation, since one often hears the question asked among the rural visitors to the town; they ask each other where they intend 'putting up.' I thought that I could, by giving them good accommodation, teach them to say that they were 'putting up' at Adams,' and so it would be splendid advertising for my store. I believe that I have gained my point and now it seems to be a race to see who will get the outside positions in the shed.

Facilitates Loading Goods

"There was another problem that I noticed concerned the farmers in particular. When they had some heavy goods to take home, such as flour, salt or sugar, they had to carry the bags through the store to the street to put the bags in their waggon. The same was the case when the farmer was delivering potatoes, or feed to the grocer, only in that case the trouble was multiplied many times. When I made the plans for my new store I bore this in mind and since I owned the small frame house next door I had it moved up next to the store, a cement floor put in it and a new front on it with a cement platform six inches higher than the side walk. This new building I used as a storehouse and now the farmers drive right up to the platform, and unload their produce or take on their supplies with ease. The floor is all on one level throughout the store house so that a hand truck can be used with ease. My whole object is to make things as comfortable as possible for the farmers so that they will find it a pleasure to deal at my store. That is what I call advertising."



Showing the layout of F. F. Adams' store in Cardinal, Ont.

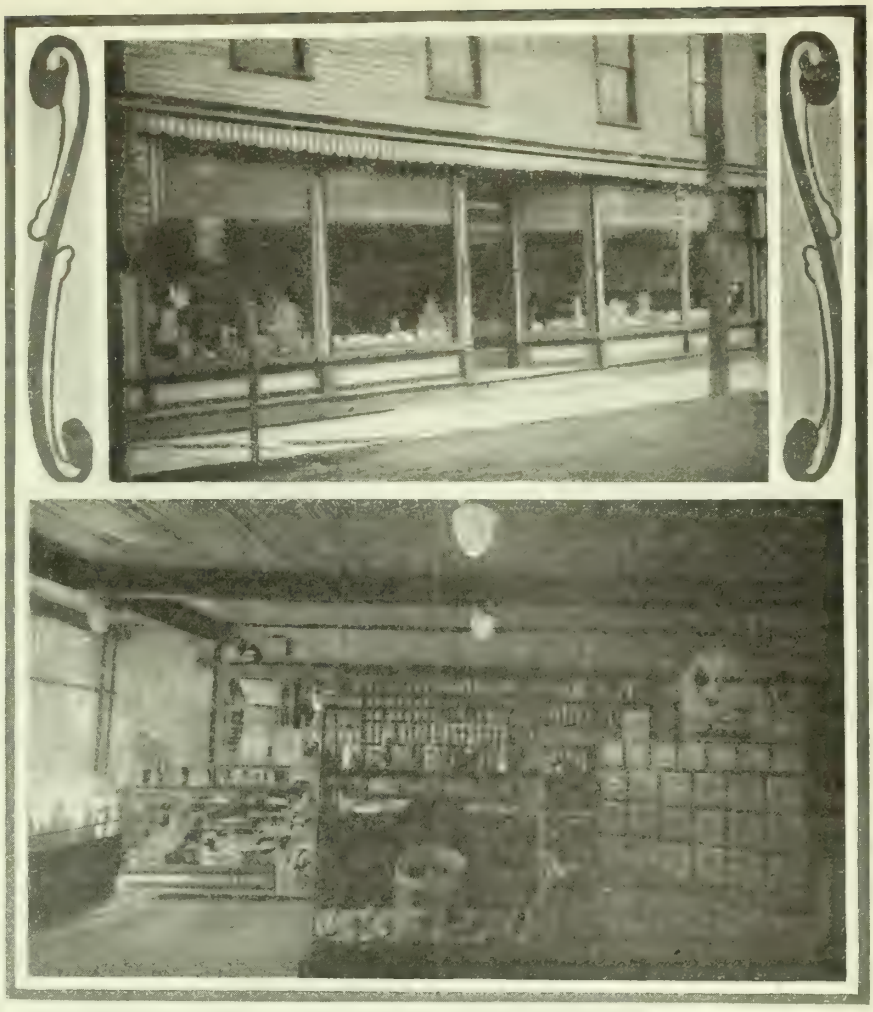
Economy and an Ice-House

In planning this store Mr. Adams has thought of economy as well as system. The ice house is built at the end of the storehouse. The walls of this building are about two feet thick and are filled in with sawdust and packing. There is, therefore, no sawdust needed on the ice itself, and so it is as clean as the day it was cut. The wall nearest the store is built in the form of a compartment with a thin wall as the partition between the ice and the compartment. There are ventilators at the top and the bottom so that a circulation of cold air comes off the ice and through the compartment. This little room is then used as a storehouse for perishable goods without a wastage of ice.

Mr. Irwin Joins the Firm

The time came when the staff of this grocery store had to be increased. Mr. Adams, therefore, approached his brother-in-law who was a banker, and proposed that he come into the grocery business. There is a big difference between the grocery business and banking but E. A. Irwin went to Cardinal and he now says that he is not one bit sorry for the change. In speaking of this to Canadian Grocer representative Mr. Irwin said, "There is a great deal of difference between the grocery business and banking, but a training in banking is a big asset to a man in the grocery business, as I have found. When a man takes the grocery business seriously and

endeavors to get the best out of it, it becomes more than work, it is a study, a pleasure. There is far more scope to it than there is in any bank. There is a joy in working when you can see results and the ambition seizes a man to see more and more results until his business becomes a part of him and the work part is all gone. I have seen the results and now I want to see more. If a man enjoys his work it will not be tiring, at least that is the way I have found it. The grocery store will show the results of honest effort more quickly than any business I know. Satisfaction from a grocer is his guarantee of success. My contribution to this business I hope has been in bringing new ideas into its financial system, but I have tried not to limit it there. I have honestly found an interest in the grocery work and if I hadn't, I am sure I could not have stayed with it."



The upper half of the photograph shows the exterior of the store of F. F. Adams at Cardinal, Ont. The lower half illustrates the interior of the store.

ONE CANE SUGAR REFINER TO START MELTING AGAIN

Situation Now Gradually Clearing Up—Expensive Raws Disappearing

Montreal—(Special) — The announcement was made this week of the resumption of the refining of sugar by one of the "Big Four" Canadian sugar refineries. The Acadia Refineries will reopen their plant at an early date in Dartmouth, N.S. Just what the exact date will be D. R. Turnbull, general manager of the company, was unable to state. For some time it has been considered a race among the refiners to see which will be the first to dispose of the sugar on hand which was a product of the expensive raws. Since those supplies were bought, the price of raws has had a big drop. For some time the manufacturing of sugar has been a losing business and it will be a matter of general satisfaction to see this industry again in motion and working on a better basis.

Advance in Flour is Not Unlikely

Higher Prices of Flour May Follow Recent Strength of Wheat Market—Declines in Wheat, Corn and Oats Were Too Rapid and Too Severe

THE strength which the wheat market has been displaying was again in evidence during the past week. Cash Manitoba wheat No. 1 Northern is quoted around $2.07 per bushel, a substantial advance over quotations of ten days past. Ontario wheat is also higher, now quoted around $1.85.

"As always, a great many explanations are furnished to account for the rapid change on grain prices," stated a grain buyer to Canadian Grocer in summing up the present situation in the grain market. "Up to the present however, we feel that the real fundamental reason for the change has been that prices on wheat, corn and oats declined too fast and too severely, and were, therefore, due for a sharp reaction before finding a proper level. There are elements in the situation to-day that could readily make the advances to date on wheat appear small. The Argentine crop is not yet harvested, and is reported to be suffering from extremely rainy weather. Our own crop in the North-West is being written down as we go along. Original estimates ran from 225,000,000 to 260,000,000 bushels. If it develops , as it may, that the estimate of 225,000,000 bushels is correct, then we have 35,000,000 bushels of wheat in the North-West less than we figured on. So far as the United States crop is concerned, their exports to date on this crop have been of unprecedented volume, so much so, that it is now estimated that they have only 60,000,000 bushels left for export and for July first carry-over. This, however, is not a new situation, except that this latest estimate presents an extra situation. As we size up the market to-day, wheat has hardly reacted as far as it should, assuming the Argentine and Australian crops come through all right and the original estimate on our crop was right. If conditions had not been against sane thinking in the last sixty days, wheat at Fort William would certainly not have gone below $2, and if the Australian and Argentine crops are damaged wheat is going to go considerably higher than to-day's basis."

There is a firmer feeling in the flour market in consequence of the advance on wheat and higher prices on flour are not unlikely.

The original intention of the Retail Merchants' Association of Canada, Eastern Ontario and Ottawa district, was to hold its annual convention on January 11th and 12th, in the town of Brockville, Ont. It has now been decided to extend the convention over another day, continuing its sessions on the thirteenth.

Making Sales of Christmas Hampers

Fancy Baskets Filled With Dainties in Grocery Lines, Such as Jam, Olives, Maraschino Cherries, Fruits, etc., Are Ideal Gift Suggestions.

DURING last Christmas season a merchant in a western Ontario city made quite a hit by suggesting hampers filled with eatables as a Christmas gift. Fancy baskets were filled with an assortment of goods such as jam, preserves in cans and bottles, canned vegetables, olives, catsup, sardines, maraschino cherries, shelled nuts, boxes of chocolates, jars of jelly, layer raisins, figs, dates, and other delicacies. Other plain baskets were filled with an assortment of regular groceries such as tea, sugar, packages of cereals, coffee, biscuits, cream cheese in packages, etc. The smaller articles were wrapped in tissue paper with a holly design. On top of each basket was placed a twig of holly and tied to each basket handle was a bow of red ribbon.

A Popular Basket

One basket that was especially popular was a small one that contained just a single glass jar of preserved fruit or a jar of jelly. The jar was wrapped in red tissue paper and the handle of the basket had tied to it a nice bow of red ribbon, also an address tag with a Christmas Greeting printed on it. This basket was a favorite with the young men who sent them to their mother or grandmother. A nearby factory conceived the idea of sending to each employe that had home responsibilities, a basket of groceries as a Christmas gift instead of the regulation turkey. Needless to say it was the merchant mentioned above that received this business.

The factory employed some seventy-five hands, of which fifty were married or supporting homes. The head of the factory personally looked after the list to whom baskets were to be sent. He made out a list, noting opposite to each name, some special article that he wished put into the basket and the balance made up by the merchant's own judgment. Some of the employees had sickness in their home, the baskets going to these homes being arranged accordingly, containing a chicken, a jar of jelly or some other article that would appeal to the sick. Each basket was nicely packed, using red tissue paper, green cord and a sprig of holly.

Fruit in Fancy Baskets.

There is a retail merchant in London, Ont., who for the past two years has made a specialty of packing fruit in fancy baskets. This idea is used the year round, but it is during the Christmas season that the firm enjoys the greatest turnover on this line. Baskets are arranged with a variety of fruits, grapes, oranges, pears, apples, bananas, pomegranates, tangerines, pineapples and other fruits.

Sometimes a bottle of maraschino cherries or a small box of shelled nuts is nestled among the fruit. These baskets are sent as a remembrance to friends who might be ill, to a lady friend from a young man in place of a box of chocolates, or to the old folks at home. This merchant said that during the last Christmas season they sold some six hundred fancy baskets filled with fruit.

All Sold But Three

Last Saturday afternoon as a Canadian Grocer representative was strolling through the grocery department in a large departmental store in Toronto, he noticed a large table upon which were three fancy baskets filled with assorted fruits. Making enquiries he found that this table was loaded with baskets of fruit in the morning, possibly 150 baskets in all were displayed. During the day all with the exception of three were sold. These baskets ranged in price from 50 cents up to $4.50.

There is a wonderful opportunity for the retail grocer to swell the volume of the Christmas turnover by some such method as stated in the experience of the above merchants. The goods used are articles that are regularly stocked, so that the merchant takes no chance in moving them off. It is just another method of salesmanship by display and suggestion.

There is nothing that would be more appreciated as a Christmas Gift than a

Basket of Fresh Fruit

These are beautiful, fancy baskets that can be used in the home for many purposes. Filled with assorted fresh fruits, they bring exclamations of joy from the recipient.

Another gift that will be a welcome one in many homes is

A Hamper of Groceries

These come in a variety of assortments. Containing figs, dates, nuts, bottles of jam, olives, table raisins, and even the ordinary every-day groceries. The prices are arranged according to the style and size basket.

Be sure and see the cute little basket holding just one single jar of preserved fruit. It looks real Christmassy in its red wrapper and Santa Claus Greeting.

Phone 4600 and your selection will be carefully packed and delivered.

Jones & Company

A suggestion for an advertisement that would stimulate sales on fancy baskets of fruits.

Selling Sugar at Thirteen Pounds For One Dollar

Ottawa, Dec. 7.—Although there was no change in the wholesale quotations of sugar this week, a record retail price has been set by one store in this city, offering sugar, 13 lbs. for $1.00 or less than 8 cents per pound. This is the lowest figure that the commodity has reached for over two years. It is but an isolated case, however, and the prevailing price of sugar in the grocery stores here is 13 cents and 14 cents per pound.

WILL RECEIVE 1920 FIG CROP ON CONSIGNMENT

The Peach Association of Fresno, California, is reported to be making arrangements to receive the 1920 fig crop on consignment. When the association expanded and took in the fig growers it was not in the plan to handle the 1920 crop. On account of the lack of a market, many members asked the officials to lend their help this Fall. One of the packing houses in Fresno has been given over to the fig work, a crew of women put to the packing work and is now progressing favorably. No price has been quoted as yet, and it is not possible to arrange payments to the growers until the fruit has been sold. The association did not take on this responsibility until it was certain that a better net profit would be received by the growers through this system of handling.

Stocks of Salt Are Dangerously Low

A Crisis in the Salt Industry, According to Reports, is Not Unlikely—A Rational Order of Supplies by the Retail Trade is Advisable.

THERE are indications that something like a crisis in the salt industry is at hand, due to production declining through a long period of small orders, and the stocks of ready manufactured salt in the country are dangerously low. A cure for this condition would be rational ordering of supplies by the retail trade with a view to getting a fair and proper supply of stock on hand instead of placing panic orders at the last moment which the producers by reason of their enforced inactivity cannot fill.

"People who remember the 'Salt Famine' scare of 1917 will recollect that the acute shortage in this commodity was not due to any shortage of production, but to overbuying on the part of the public," stated one manufacturer.

"Again, following the armistice in November, 1918, there was a general suspension of buying on the part of the wholesale trade which was waiting for lower prices. Many jobbers reduced their stocks of salt to almost nothing before ordering more and when they found that prices were not going down, but up, the salt manufacturers were so flooded with business that they could not begin to fill their orders promptly.

"The ensuing collapse in railroad service helped still further to create a salt shortage in certain localities, not because of any shortage in production but because of difficulties in distribution. Just as overbuying by the public in 1917 created an artificial shortage in many sections, so underbuying on the part of the wholesalers late in 1918 brought its own penalty the following year.

Reduction is Unlikely

"Today, however, a situation exists in the salt industry which is more likely to create an actual shortage than was the case in 1917 or 1919. To further complicate the situation, the wholesale grocery trade throughout the country, as was the case two years ago, have been buying on a hand to mouth basis for several months, fearing a general decline in prices. Many of the jobbers have lost heavily on sugar, and, no doubt, fear that a similar collapse will happen in salt. They overlook the fact, however, that salt, unlike sugar, was never a speculative commodity and that while the manufacturers are now paying the highest price for coal they have ever known, there is not much likelihood of any reduction in the price of salt."

May Be Ready for 1921 Exhibition

More Progress Made in Connection With New Food Building—Manufacturers Will Soon Be Asked to Sign Contracts for Exhibit Space.

TORONTO, Dec. 8.—(Special)—Further progress was made during the week in connection with the proposed new Pure Food Building in the grounds of the Canadian National Exhibition. A joint meeting between representatives from the Exhibition and the executive of the Food Products Association was held, presided over by the chairman of the latter, H. N. Cowan.

G. T. Irving and H. W. Watters represented the Canadian National Exhibition. Mr. Irving pointed out that the total payments on building to cost $150,000 would be $278,200. It was figured this would mean that exhibit space in the building would have to realize $18,000 per year to cover interest, sinking fund and maintenance. This was divided, $13,910 per year for interest and sinking fund, and $4,100 for maintenance. The sinking fund charge would be $8,900 and the interest $5,000.

On a basis of 30,000 square feet this figured out at 60 cents per square foot annual rental fee. The building would be under the control of the Exhibition. He spoke about plans being prepared and tenders let so that the building could be begun about April, and that the work of erecting booths might have to be proceeded with rapidly in order to have everything ready for next year's Exhibition. The above mentioned rate applies only to exhibit space, selling privileges being extra and are arranged direct with the Exhibition.

The meeting discussed form of contract to be drawn up. This was left in hands of Mr. Irving and when completed will be given to the Food Products Association to obtain signatures for the reservation of space for a term of ten years. It is now hoped that the new building will be erected in time for next year's Exhibition.

The other members of the executive present were Joseph Ruddy, Canada Starch Co.; H. C. Scully, Christie Brown Co.; W. G. Patrick; George Hortop, The Borden Co.; M. Lennox, Gunns, Limited; Thos. Shortice, Quaker Candy Co., and the secretary, B. T. Huston.

For Plum Puddings And Mincemeat

Making these now means better plum puddings and better mincemeat. All the new fruits are here now, strictly fresh and at their best. The Valencia raisins are specially nice, large in size, very juicy and extra fine in flavor. Then our currants are thoroughly cleaned, going through a mill that brushes each currant. If you bring your recipe in we will carefully fill it for you, and we're sure you will be perfectly satisfied.

Valencia Raisins, 30c lb.
Cleaned Currants, 25c lb.
Finest Currants, 28c lb.
New Seedless Raisins, 35c lb.
New Seeded Raisins, 33c lb.
Finest New Dates, 30c package.
Extra Fine Figs, 45c lb.
New Shelled Almonds, 75c lb.
New Shelled Walnuts, 90c lb.
Candied Cherries, 30c a quarter lb.
Lemon Peel, 60c lb.
Orange Peel, 60c lb.
Citron Peel, 90c lb.

Fresh butter comes to us every day. You can get it fresh and good the first of the week as well as the last. Buy as you need it—63c a lb.

Malcolmson's
Limited

An example of seasonable advertising that is effective and gets trade. This is the time of year when the busy housewife's thoughts turn to the necessities for the Xmas baking. This ad. outlines in an interesting way the fact that the advertiser has the goods that will appeal to her.

Are All Bankrupts Dishonest?

No One Will Go so Far as to Say That Every Man Who is Unable to Meet His Obligation is Dishonest—New Bankruptcy Act Will Accomplish Much Good for the Trading Public—How It Will Work Out

Written by A. E. NASH, for Canadian Grocer

A GOOD DEAL has been said in past years of the man who is unable to meet his obligations, and a good many unnecessarily hard things have been said. The number of men who are unable some time in their lives to meet in full all of their obligations is much greater than many of us realize, but the number of men who cannot tide over a difficult period and eventually pay their debts in full is small. There is always a hard feeling towards the man who cannot do so. While it is a wise thing to be cautious in extending credit to the man who fails to pay all his debts promptly, there are very many cases where a hardship is performed through a too-ready suspicion. No one will go so far as to say that every man who is unable to meet his obligations is dishonest, because of the inability to meet one's obligations comes from a number of sources, of which circumstances beyond the control of the person affected and hard luck are two.

The Bankruptcy Act.

Much will also be said in the next few months about the new legislation covered by Chap. 36 of 1919 and its amendments, officially called "An Act Respecting Bankruptcy" and commonly called "The Bankruptcy Act." This Act has been designed by the Government to take care of the procedure previously covered by the Assignments Act and similar acts and which have failed to entirely meet the necessities of the trading public. The Act as it stands is moulded very much on the English Bankruptcy Act and all the principal points, with the necessary alterations to meet the special requirements of this country, are taken from the English Act. The interpretation of the word "Bankruptcy" is that it is a proceeding under which the Government takes possession of the debtor's property, when the debtor cannot pay his debts or when the creditors of that debtor cannot obtain satisfaction of their claims, by the appointment of a trustee. The property of the debtor is realized and the proceeds distributed among the creditors in proportion to their claims, with the necessary provisions to cover any legal preferences given previous to the date of bankruptcy, and during the proceedings, and, as will be shown, subject to vertain exceptions. Forever afterwards, the debtor has complete protection from any legal procedings that can be instituted by any of his creditors, and can finally obtain a complete discharge of all obligations and debts, and recommence in business under his own name. The exceptions which are spoken of above, are covered in Section 59 of the Bankruptcy Act, and are briefly as follows:—

The Exceptions Outlined

1. That the assets of the bankrupt do not realize 50c on the dollar of his unsecured liabilities, but this does not apply when the Court can be satisfied that this position has arisen from circumstances for which the debtor cannot justly be held responsible.
2. That the debtor has not kept proper records for three years preceding the date of bankruptcy.
3. That after becoming insolvent and knowing himself to be such, the debtor has continued to trade.
4. That the debtor has not accounted satisfactorily for a loss or deficiency of assets.
5. That the bankruptcy has been brought on by rash and hazardous speculation or unjustifiable extravagances or culpable neglect.
6. That the debtor has not dealt properly with his creditors, but has put them to unnecessary expense by frivolous or vexatious causes.
7. That the debtor has incurred unjustifiable expense by engaging in frivolous or vexatious actions.
8. That the debtor has given undue preference to certain of his creditors within three months of the date of bankruptcy.
9. That the debtor has previously deliberately incurred liabilities in order to affect the creditors' standing.
10. That the debtor has previously made an arrangement for extension with his creditors, or previously been declared a bankrupt.
11. That the debtor has been guilty of fraud or a fraudulent breach of trust.

Not a Dishonest Action.

The above exceptions have been specially mentioned here, because the object of this article is not to describe the Bankruptcy Act in its dealings or workings, but to try to show that an Act of Bankruptcy in itself does not constitute a dishonest action. First of all, if none of the above eleven things has happened, then any time after the adjudication of bankruptcy, the debtor may, upon proper application obtain a discharge, and such discharge in the eyes of the law, is equal to stating that the debtor is once more free to trade, that he is considered to be an honest man and that he has to the best of his ability discharged his liabilities; that he is a fit and proper person to again receive from the public a share of their confidence. If, on the other hand, he has done any of the eleven things mentioned above, a full investigation as to his integrity is made and the onus is on him to prove that he has acted honestly. He may fail to satisfy the Court that circumstances for which he cannot be justly held responsible have caused his assets to realize less than 50c on the dollar, and for this technical reason he may fail to obtain his discharge at first. He may through circumstances which he has been unable to control, be unable to produce proper records of his business' transactions, and by this, his discharge may be delayed, although, provided he can satisfy the Court that the failure to keep the records was no fault of his or that it was an oversight through ignorance, he eventually would obtain his discharge. If, on the other hand, it is proved that he has acted dishonestly, his discharge would be difficult to obtain, and rightly so.

May Examine Affairs of Debtor.

The intention of the Government in providing for exceptions to the discharge of the bankrupt is to assure itself of his honest intentions, and that if he has done any of those things, that they have been done through ignorance and not by deliberate act, so that when the debtor obtains his discharge he may be able to hold up his head and say to the public, "While it is true that I became a bankrupt, it is also true that I have done everything in my power to meet my liabilities, that I unfortunately failed and that my assets were not sufficient to pay everybody in full, but the Court has satisfied itself that I have done nothing wrong, fraudulently or otherwise, and that my bankruptcy was the result of bad luck or misfortune, and has satisfied itself that I am a fit and proper person to continue in business, and, therefore, that I am an honest man." The assumption here is reasonable. The British law treats every man as honest until he is proved dishonest, and through the medium of the Bankruptcy Act, the Court has in its power the means of thoroughly examining the affairs of every debtor in bankruptcy, and the Court will not grant to a debtor a discharge from bankruptcy until it is satis-

fied that everything in the power of both the debtor and the Court through the trustee has been done.

Obtaining Discharge Not Easy

The obtaining of a discharge from bankruptcy is not quite as easy as a lot of people may think, and the reason is that the Court is supposed to satisfy itself as to the future bonafides of the debtor before it allows him to again commence trading. He may at any time after he has been adjudged a bankrupt apply for his discharge. First of all, he must get a certificate from the trustee, giving full details of the creditors, to whom notices will be sent that the application for discharge will be heard in Court, and the trustee will appear and present his statement of the conduct and affairs of the bankrupt. There is no reason to suppose that when no good purpose can be obtained and no additional benefit accrue to the creditors by keeping a man in bankruptcy, that the discharge will be refused, because the State holds that the refusal of a discharge or the granting of it subject only to almost impossible conditions, imposes too great a burden and discourages the man to a degree where it would not be in the interests of the country. For certain reasons the discharge may be suspended instead of being altogether refused, and either the refusal or the suspension must be given if any of the above eleven things have been committed, and the suspension may be for a period of two years, or it may be for such time until a dividend of not less than fifty cents on the dollar has been paid to the creditors, or it may be provided the bankrupt agrees to allow a judgment to be registered against him for the amount of the unpaid balance of his debts.

A discharged bankrupt is, therefore, in the eyes of the law and must be in the eyes of the public, an honest man, but an undischarged bankrupt may in the same manner be just as honest, for the discharge may in some cases be delayed only for the purpose of further investigation and more complete particulars, and if he is honest he will eventually get his discharge.

Will Accomplish Much Good

On the whole the Act will work a wonderful good for the community. It is severe on the debtor who does not intend to meet his obligations, but while appearing to be hard on the debtor who is trying to do his best, it is not unjust, and we must remember that the Government should protect the trading public. If legislation such as this Bankruptcy Act was not introduced, business would suffer very materially on account of the dishonest trader. Not only does the Act take care of the creditor by giving him the power to make a debtor a bankrupt and thus enables him to obtain some return for the goods he has supplied, but it will also have the effect of curtailing the dishonest practices of men who intend deliberately evading their just obligations. The Act is hard, and justly so, on the dishonest man, and this very fact will keep men from dishonest trading in the future.

The Bankruptcy Act coming into force at a time when credits are not easy to obtain and when it looks as if we might be about to pass through a period of tight money, and when prices have reached the highest point they are likely to reach, and we may expect a reduction in almost every line, is a fine thing for the future business stability of the country. It will have the effect of creating much needed caution in many of our business men and will restrict foolish and speculative buying, and the over-loading with stocks. The Act, indeed, could not have come at a better time, and one effect of it will almost surely be that additional care, which is so much required during a period like the present, will creep into our business methods.

Acts of Bankruptcy Defined.

For the benefit of our readers, the following are acts of bankruptcy:—

1. The making of an assignment for the benefit of the creditors.

2. The making of a fraudulent conveyance of property.

3. The creation of a charge on property which would be a fraudulent preference.

4. Absconding with intent to defeat creditors.

5. Allowing an execution in the sheriff's hands to remain unsatisfied, subject to certain limitations.

6. Exhibiting by a debtor to a meeting of creditors a statement of assets and liabilities showing that the debtor is insolvent.

7. Assigning, removing, secreting or disposing of any goods with intent to defraud, delay or defeat any creditors.

8. Making a sale in bulk of one's assets without complying with the Bulk Sales Act.

Results of Order Serious.

The results of a Bankruptcy Order are immediately very serious. For three months after the order is made, the trustee, who is appointed, will receive all the bankrupt's mail, telegrams, etc., and the bankrupt is restricted in his business dealings so that he can do very little without a heavy penalty being imposed in the event of his doing anything contrary to the Act, which includes the inability to borrow more than $50.00 or obtain credit for five hundred or more without disclosing the fact that he is an undischarged bankrupt. I doubt if any one carefully reading through the Bankruptcy Act will not come to a very sane conclusion, and that is, that the punishment meted out to a man who has committed grave acts of indiscretion, and has thereby got himself into a position where he is unable to carry on any further, while appearing to be severe, is very just, and moreover that the Act affords as full a measurement of protection as possible to creditors. Another conclusion that I think we will all agree in is that bankruptcy is a thing to be avoided, wherever possible, for the stigma naturally attaching to it must be difficult to overcome.

Editor's Note—Questions on the Bankruptcy Act will be promptly answered to the best of our ability. While not guaranteeing that our opinion will be upheld at law, we have on our staff men qualified to give an opinion. Questions should be addressed to the Editor.

Marked Reductions on Pork Products

Declines Follow Lower Prices in the Market for Live Hogs—Hams Are Now 39 Cents as Compared With 46 Cents Two Weeks Ago.

SUBSTANTIAL reductions on all pork products were again announced this week. Light weight smoked hams are now quoted at 39 cents as against 46 cents two weeks ago, while the heavier ones show a reduction of 9 cents per pound. Bacon, while not showing quite as large a reduction, is down 3 to 5 cents per pound and the same with cooked hams. Shortening and lard are also reduced in price. The lower prices on hog products, although not yet near the pre-war figures, compare very favorably with the 1917 prices, when bacon was quoted at 35 to 40 cents per pound and lard at 25 cents.

These reductions are attributed to the lower prices on live hogs which have been in a receding market for the past four weeks. When the market first commenced to slump, live hogs were quoted at $21.25 per hundredweight on the fed and watered basis. From that time packers continued to hammer down prices until at the present the quotation is $14.75, with packers bidding $1 less for next week's delivery. Hog receipts have not been heavy during the past week, but packers are only buying for immediate requirements and as hogs are selling in the United States at prices below the Canadian market, packers state that prices here must also be lower.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

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Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

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RECORDING THE FACTS

A FEW weeks ago an article appeared in Canadian Grocer dealing with a certain grocer product, in which it was stated that this particular line was being imported into Canada from the Old Country at less than similar Canadian goods were selling,

We have received some criticisms in regard to this article. Our answer is the obvious one, that the matter was printed in Canadian Grocer because it covered the facts of the case. We were not misinforming the trade, but were giving them actual facts as they existed. During the past four or five years when prices were advancing, Canadian Grocer kept abreast of the times and followed the advances and reasons for them as closely as possible. Our subscribers have appreciated this service and have told us in no uncertain terms how valuable it has been to them. When the readjustment period set in our editors all over Canada endeavored to follow conditions as closely as they could and give subscribers a service based on actual facts. This was the only natural course for us to pursue and this was the reason we covered the situation in the article referred to above. All members of the trade will agree that this is the only basis on which a worth-while business newspaper can be successfully operated. We want subscribers to feel that we give them at all times all the information we can gather. Our editorial staff interviews all over Canada perhaps 200 men in the trade every week. No one subscriber is in position to do this but they pay us our subscription price for this work.

The same information has since been given out through the public press by a manufacturer of this particular kind of products, who addressed the Tariff Commission on the subject of maintaining the tariff.

PARCEL POST RATES

EXPRESS rates and freight rates have been greatly increased, but there has been no increase in the Parcel Post rate. The Railway Commission granted an increase on freight rates after going into the matter very carefully, on the ground that the express companies could not carry matter at their present rates. Parcel Post rates, however, have not been increased and the result is the mail order houses have been able to get a service considerably below cost. This is borne by the general body of taxpayers, of whom the retail merchant is a very important factor.

Since the increase in freight and express rates the amount of matter carried by Parcel Post has increased very materially. On some routes this increase would amount to at least 50 per cent.

The increase in charge for registration from five to ten cents has not caused any decrease in the number of registered parcels; on the other hand there has been an increase.

EDITORIAL BRIEFS

SHOW your skill as a window trimmer by entering your Christmas window display in Canadian Grocer Christmas Window Contest.

* * *

WHEN you hesitate about stocking a new line until there is a considerable demand for it, remember that the merchant who has the goods when the call begins will get the cream of the business.

* * *

IF A customer can ask you questions about the goods you are selling that you cannot answer, then you know less about your business than you ought to know, and you must study up.

Are Goods Priced Too Closely?

Another Inventory is Analyzed—Merchant Believes His Business is Not Going as It Should Even Though Sales Run Over $150,000 Annually.

By HENRY JOHNSON, Jr.

HERE is another letter I have had too long, but could not get to it before now. Still, it is near inventory time, so maybe my suggestions will be more valuable now than they would have been earlier:

"I am writing you in regard to this business which is not going as it should. I took hold of it in 1910 and did about $33,000 that year. We have continued to show about 20 per cent. increase in sales each year and it will go around $140,000 this year if it does not slump next three months. We have always made money until this year, but, while I cannot tell until I invoice the exact figures, I believe we have not made a cent so far this year. We employ two men and two women and extra help Saturday. Our cost of clerks is not as much as the percentage you speak of in your articles. I do not keep a very good system of books but just put down every cent that is paid out and my cost of doing business, considering the amount we sell, is very reasonable. I will give you my September expenses and merchandise bought:

Ad. in local paper	$ 10.25
Bakery employees' salary	200.00
Clerks	376.00
Coal	23.90
Delivery employee	44.50
Express	64.90
Freight and Drayage	261.38
Ice	20.77
Liability Insurance	45.00
Lights	7.14
Stamps and Supplies	5.50
Miscellaneous	24.65
Trading Stamps	137.50
Phone	8.20
Rent	50.00
	$1,279.69

As this is for one month only, my delivery cost is just for the boy as we generally buy hay and corn in quantities and some months have larger charges. This does not include employers' salary as we generally draw out $1,000 apiece whenever we get sufficient surplus.

Sales Running Over $150,000

"Merchandise bought, $11,537.00, including $1,000 flour bought last day of month, also paper, twine, etc. Total sales for month $12,640. My father, who formerly ran the business, does not help except Saturdays and special times. I believe my trouble is that my business has outgrown me and while I was making plenty of money even before the advance in goods, now it is getting away. I have good ordinary clerks, but not one who is capable of managing any department. I look after my books at night, during the day do probably more waiting on trade than any of my employees. I am on the floor all day and while I do not do much of the rough work, I have to tell them to do it.

"I get a great deal of good from your articles and if you have time to bother with me, it will be appreciated. I also will be glad to give you any other information you may need. I had thought some of getting a man to systematize my business, as a friend of mine has done with his general store and says it is very successful.

"Yours very truly ————"

That is an interesting letter, surely. But until we have final figures of inventory we cannot say definitely whether my friend is in real trouble or is only "seeing things." It is mighty comforting to know that he is rated at $50,000 to $75,000, so there is no danger of his going broke before he has a chance. But is it not also remarkable that a man who has grown to such a competence should be in position of knowing so sadly little about his own affairs?

The question arises: How does he know, or how can he know, that he is not making money now? If I knew what he had January 1st and what he has now, I could tell—and so could he. He does not indicate by what signs he judges; so I must guess that he finds his funds a little tighter than they were a while back, and so concludes that he is running behind.

Are Goods Priced Too Closely?

Undoubtedly many merchants are feeling the pinch now. Those who had a liberal stock when the decline began are feeling it most keenly. If they made money years ago, before the advances of the past three years or more and followed the market up during the high times, they now have a surplus out of which to absorb the decline. It is evident that this man has no such surplus. Instead of piling up a reserve, he and his father have taken out $1000 whenever it was available—whether clear gain or not—and thus, to all business intents and purposes, it is spent.

But suppose it is true that the business is running behind, what may be the cause thereof? I should guess that prices are too close. Merchandise is, on the whole, marked too low. I guess this because such is a general cause of failure to make money; but in this case I have a sign. That is I find express and freight and drayage figured in the expense account, and that practice is aldays deceiving.

I do not see by what reasoning any man ever includes these items in expense. What is the object of accounting, anyway? Is it not primarily to ascertain as definitely as possible what it costs to handle any line of goods? All right; then any charge which you can allocate with absolute definite finality to any particular items should be put there at once. Freight and express are items of cost of merchandise. They should be added to invoices directly. Then they will increase the cost by just so much. Having costs, you figure margins accordingly. Those direct charges are absorbed and you know what you are doing. Why put such charges into a general, indefinite account when you have the one proper place to put them right before you?

To do otherwise is to run serious risk of not including them in the cost of merchandise and thereby pricing your goods too low. To price goods too low is not to get cost and profit out of them. Thereby you sure do fail to make money.

Expenses Do Not Look High

My conviction that I have put my finger on the trouble is strengthened by the fact that this man's expenses are not high. Take the figures given as $1280; add for feed, $20; then figure that father and son draw out together $500 per month. This will make the month's expenses $1800. Divide that by the month's sales of $12,640, and you will get less than 14¼ per cent. So even if he were to work on a margin so narrow as one-sixth—sixteen and two-thirds per cent. gross—he would have surplus earnings of around $300 per month to cover some items he does not now list in expenses, like interest on invested capital, and leave a profit.

Then take out from expenses the $326.28 he now has in there for express, etc., and see what a fine net showing he would make! He would be showing around four per cent. net on sales—and that would be a wonder.

Now, inasmuch as he evidently is not accumulating money as fast as these figures of mine would indicate, my conclusion is that he is not pricing his merchandise high enough. Just remember that if a can of corn is sold at 15 and you advance it to 16 cents, your advance is equivalent to six and two-thirds per cent. So you can readily see how easy it is to price things enough too low to defeat your purpose to make a profit.

Should this man get in a systematizer? I should say he should! No man can run a business of that size and do detail work in it. Get it systematized and then get in a thoroughly competent accountant who will hand you tabulations every few days that will show you just where you are going, and who can give you special figures any time you ask for them. Then, as you have leisure to watch things, you will be able to direct them into profitable channels and you will soon learn the accountant's methods so well that they will mean more to you every day.

Give me more details and figures any time. I delight to "bother with" just such cases as yours!

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

A. H. Brittain, president of the Maritime Fish Corporation, was in Ottawa on Wednesday and Thursday of last week in connection with the proposed increase in express rates.

H. R. Grey of Gunn and Langlois, Montreal, was in Ottawa last week representing the produce merchants in connection with the proposed increase in express rates.

ONTARIO

At the coming municipal elections in the City of St. Catharines on New Year's Day, the electors will vote on a daylight savings measure.

At the forthcoming municipal elections in the Town of Newmarket in January, a vote on a daylight savings measure will be taken.

Wm. Porter, for many years proprietor of a general store at Manvers Station, Ont., passed away last week at the age of seventy years. He is survived by his wife and two sons and one daughter.

E. A. Shearer, ex-M.P.P. for the County of Stormont, passed away in Cornwall last week, following an operation. He had been manager of the Cornwall Bottling Works. He is survived by his wife and one son.

Campaigne Bros., Niagara Falls, Ont., who have been in business for the past twenty years, have dissolved partnership. George Campaigne, the manager, has taken over the business, and will continue it in his name.

J. D. Hogarth, who passed away at his home in Norwich, Ont., last week, was formerly in the grocery business before taking over the position of customs officer in the village, which he held at time of his death.

The Kincardine pork curing house has been taken over by D. Biemann in succession to Henry Coleman. Mr. Coleman is retiring on account of illness. Mr. Biemann came from the town of Hanover, where he was a member of the town council.

T. J. Kelly is retiring from the grocery business in Chatham, Ont. He marked the occasion of his retirement by the entertainment of a number of friends at his home. Four years ago he started in the grocery business in Chatham. He is now disposing of his business to Mr. Wildgen, a former employee of the Gray-Dort Motors, Limited. The guests of the evening included the Mayor of Chatham, and a number of prominent business men with whom Mr. Kelly has been connected during his residence in Chatham.

United Farmers Declare Seven Per Cent. Dividend

The United Farmers' Co-operative Co., Ltd., of Ontario, has sent out its balance sheet preliminary to the annual meeting, also a circular letter announcing the declaration of a seven per cent. dividend, on the company's capital stock, and forecasting the presentation for ratification at the annual meeting on the fourteenth of this month, of a bylaw passed by the directors providing for an application to the government for supplementary letters patent authorizing an increase of capitalization to $1,250,000.

The business statement presented to the shareholders shows that the company has been operating on an overdraft with the Imperial Bank of $435,474.49. The profit and loss statement shows a balance of $43,440. Last year it was $18,214.

F. W. FEARMAN CO., LTD. IS NOW INCORPORATED

The F. W. Fearman Company, Limited, Hamilton, Ont., has been incorporated according to the last issue of the Canadian Gazette, for the purpose of carrying on business as pork packers and dealers in provisions and as general merchants, and to manufacture, buy, sell and otherwise deal in canned, smoked, salted, condensed, preserved and evaporated meats, fruits and vegetables and other food products. Frank D. Fearman and R. C. Fearman are the manufacturers, who with Joseph Baker, manager, William Smye, grocer, and Elizabeth Gillies, secretary, all of the city of Hamilton, are the provisional directors. The company is capitalized at one million dollars.

NEW U. F. O. MANAGER

Toronto (Special)—H. B. Clemes has been appointed general manager of the U. F. O. Co-operative Company. Mr. Clemes has been connected with the produce and provision trade for a good many years. He has been manager for a long time of the wholesale provision part of Gunns, Limited, Front Street. He has ever since its inception been associated with the Canadian Produce Association and has always taken a deep interest in the work of putting the butter and egg business on a quality basis.

FEED COMPANY REORGANIZES

The Canadian Feed Mfg. Co., Limited, Fort William, Ont., has undergone a reorganization of its management. Among the new officers is Wallace J. Baker, manager of the Eastern office of the company, which is located at Toronto. He is secretary-treasurer. Mr. Baker was for a long time connected with the Chisholm Milling Co., prior to which he was with the Canadian Cereal & Flour Mills, Ltd.

Quebec Fruit Growers Discuss Co-Operative System

Grocers Will Benefit by Better Systems of Packing and Handling—N. R. Peete, Rochester, N.Y., Addresses Annual Meeting of Pomological and Fruit Growing Society of Quebec.

MONTREAL, Dec. 8.—Co-operation for the reconstruction of the orchards of Quebec and for the purchasing of the necessary supplies in the marketing of products of the orchard was the keynote of the annual meeting of the Pomological and Fruit Growing Society of the Province of Quebec, which was held last week at MacDonald College, Ste. Anne de Bellevue. There was a good attendance at the opening meeting which included a number of features not ordinarily included in the meeting of the fruit growers.

During the afternoon the meeting at MacDonald College adjourned to one of the moving picture theatres where an address was given by N. R. Peete, of Rochester, N.Y., manager of the New York State Co-operative Packing Association, on the work that had been done in that State by the co-operative work of the fruit growers. This was illustrated by a series of films which showed the old style of handling fruit with bad picking and packing and other tricks known to the destruction of competition. Following this came a series of films illustrating the change that had come over the business since the Co-operative Association had taken control of the business,

The Christmas Window Contest

For a number of years Canadian Grocer has held a Christmas window contest to encourage good window dressing. This year the policy will be continued but the prizes offered are double the amount of previous years.

It may be that the merchant himself will not care to enter the contest. In that event any clerk of the store is at liberty to enter a photo of the store's window. The real essential of a window display is its selling value, and that is not necessarily a matter of elaborate display.

Entries will be judged first on their selling value.

Second on their novelty of idea or arrangement.

Third on their general attractiveness.

The contest is divided into two classes, in order that the merchant in smaller places will not feel that he is placed at a disadvantage.

CLASS A
Towns and Cities Under 10,000 Population

1st Prize $10.00
2nd Prize 5.00
5 Prizes of $1.00 each.

CLASS B
Centres Over 10,000 Population

1st Prize $10.00
2nd Prize 5.00
5 Prizes of $1.00 each.

A description of the make-up of the window should accompany the entry. Photos where possible should be 5 x 7 or larger. Address all entries to

THE CONTEST EDITOR, CANADIAN GROCER
143-153 University Ave., Toronto

with standardized methods of packing and sorting and the adoption of a standard label which indicated to the purchaser exactly the grade of quality of the fruit they were paying for.

Explains Methods

Considering the ambitions of the Quebec Province fruit growers to form exactly such a co-operative system the address by Mr. Peete proved exactly what they wanted, and he was kept busy for nearly two hours explaining methods and showing just what advantages the New York growers of such fruit as apples, peaches and pears, had gained from this method of handling their products. The mechanical methods by which the New York association handled their output with country stores, buildings, sorting machines, and other methods of assuring consumers that they would get the best returns for their money, proved of great interest, since it is hoped that the Quebec fruit growers will ultimately adopt similar methods for handling their crop.

The work of the first day was mostly of a technical nature. The presidential address was given by C. M. Peck, of Hemmingford, who talked on spraying and dusting orchards. This was followed by a discussion of the co-operative movement with the possibility that further steps will be taken to consolidate the co-operative movement in this Province. An address was given by Prof. Desbarats Lochhead of McDonald College on the methods of combating insect pests.

It is stated by those interested in the fruit business that anything that can be done to hasten this co-operative movement among the fruit growers and a better system of standardization of fruit products on the market will benefit not only the consumer but all fruit dealers throughout the country.

FORMER MANAGER OF W. PAUL'S STORE IN MONTREAL PASSES

Montreal.—The death occurred on Saturday morning, Dec. 4th, of John Richard Grant at the Royal Victoria Hospital, Montreal, after a short illness. The late Mr. Grant was in his fifty-eighth year and had been in the grocery business in Montreal since 1880. For thirty years he was manager of Walter Paul's grocery on University Street. In January, 1918, he started in business for himself, opening a grocery at the corner of Mackay and St. Catherine Streets West. This business has steadily grown until it is now among the leading grocery stores in this city. He is survived by his widow and four sons, John Lawson of Detroit, Alex. Morton, Charles Leslie and George Stewart of Montreal. The funeral took place from the family residence, 20 Fort Street, Monday, Dec. 6th.

NEWS FROM WESTERN CANADA

WESTERN

L. Moreau & Co., Edmonton, Alberta, are opening a grocery store.

J. Duggan is discontinuing his grocery business at Vancouver. B.C.

H. A. Garrett is opening a grocery business at Nanton, Alberta.

The Jubilee Grocery has begun business in Winnipeg, Manitoba.

John Partyka is about to open a grocery store in Winnipeg, Manitoba.

W. W. Brown, of Edmonton, Alberta, has succeeded the Royal Grocery.

W. D. Harrington is starting in the grocery business at Vancouver, B.C.

People's Market Co., grocers, etc., Victoria, B.C., are endeavoring to sell out.

C. Mondor has started in the grocery business at St. Boniface, Manitoba.

W. J. Corbett has sold his grocery store in Winnipeg, Manitoba, to P. E. Lalonde.

J. R. Schmerch is about to start in the grocery business at Winnipeg, Manitoba.

Mann's Grocery, of Prince Albert, Sask., has been taken over by H. Garrish.

Phillips and Rodgers are opening a grocery business at East Kildonan, Manitoba.

Stanley Merzack has sold his grocery store at Cedoux, Sask., to the Sedoux Mercantile Co.

Henry Grandmont has succeeded R. Fisher in the grocery business at Winnipeg, Manitoba.

Jennie Nichsten has succeeded Ethel Pollock in the grocery business at Winnipeg, Manitoba.

H. W. Colquhoun has succeeded The Mulvey Grocery and Confectionery at Winnipeg, Manitoba.

Carey and Hamilton, of Weyburn, Sask., have sold their grocery store to Dickson and McKennett.

Norman Ewart, of the city sales staff of Malkins, Vancouver, joined the benedicts last week.

A. Shapero, who operates a grocery store in Calgary, Alberta, is advertising his business for sale.

E. W. Bonner, who operated a grocery store at Edgerton, Alberta, has sold out to Bonner & Smalley.

Everitt and Duncan, grocers, etc., at Dollarton, B.C., have sold out to B. C. A. and C. A. A. Heeney.

M. B. Dale succeeds A. Dragon as proprietor of the grocery store at 3520 Main Street, Vancouver, B.C.

S. M. Stromsen, Wetaskiwin, Alta., has disposed of his grocery business to J. E. Gullbey of the same town.

Ernest Franklin has been succeeded by E. A. Watterstrom, in the grocery business at Edmonton, Alberta.

Thoburn Grocery (Sarah Gould), of Victoria, B.C., have sold fixtures and lease to Harry and Ethel B. Cox.

McMillan, Rivers and Nemetz, general merchants, of Watrous, Sask., are now doing business under the name of the "Whitehouse."

Birks, Crawford & Co., Vancouver, have been appointed B. C. agents for the Elizabeth Lazenby line of English fancy groceries.

Co-operative stores which have been operating in Weston, North Winnipeg, Fort Rouge and Morse Place, have amalgamated, it is announced, and are now trading under the name of Manitoba Traders. A central warehouse has been opened on Henry Avenue, Winnipeg.

The Vancouver sales branch of the Ogilvy Flour Mills Co., Ltd., has moved from the Dominion Building to larger quarters in the Carter-Cotton Building, Vancouver.

A number of the retail merchants in Watrous, Sask., have agreed to conduct their business on a strictly cash basis, on and after the first of December.

The staff of W. H. Malkin & Co., Vancouver, is conducting a series of dances which are attended almost 100 per cent. by the Malkin employees and their friends.

ASSOCIATED COMMERCIAL TRAVELLERS HOLD MEETING

The Associated Commercial Travelers met at the Board of Trade rooms in Calgary the other day, and decided that in future the meetings of the association will be held on the first Saturday of each month at the Board of Trade rooms in connection with luncheon at the noon hour. Charles Hering, president of the association was in the chair, and Ernest R. Ford, chairman of the publicity committee of the association, detailed prospective work for the coming year, and applications for membership in the association were handed out with prospects of good results therefrom.

J. Eoll was nominated one of the board of directors for the Alberta branch of the North West Commercial Travelers' Association.

"System of Distribution is on the Defensive"

H. H. Cooper, of Macdonald Cooper Limited, Edmonton, Alta., in Letter to Canadian Grocer Points Out That Price Competition Must Be Restored to Preserve the Wholesaler and Retailer.

THE following letter has been received from H. H. Cooper, of Macdonald Cooper, Limited, Edmonton, Alta.:

"Edmonton, Alta.,
"Nov. 11th, 1920

"The Editor,
"Canadian Grocer,

"In a recent issue of the Canadian Grocer we note the reference to the proposal of the grocers' section of the Ottawa Retail Merchants' Association to establish their own co-operative buying organization. This is a development which is to be looked for. It is the natural and inevitable outcome of the policy which is being followed by the wholesale grocers as indicated by the activities of their various organizations.

"Practically everyone who gives any serious thought to present social and economic conditions is demanding the elimination of all waste and unnecessary expense, and points out the imperative necessity for more efficient and economical distribution of products from manufacturer to consumer, particularly foods. Dissatisfaction is manifest in many directions with the present system of distribution through the wholesaler and retailer. That system must justify itself by economical and efficient service, otherwise other forms of distribution will inevitably be developed. Such development is already well under way in the United States. Within the last few years the huge mail-order enterprise and mammoth chains of stores have eliminated one step in the process of distribution and are doing business totaling billions, which was formerly done by the wholesaler and retailer.

Is on the Defensive

"It does not necessarily follow from this that the wholesaler and retailer are going to be eliminated—though the chairman of the U. S. Federal Trade Commision, says they will soon disappear as a factor in the grocery trade; but the present system is on the defensive, and must justify its continued existence by greater efficiency and economy of operation. The spread between the manufacturer's price and the cost to the consumer must be lowered. The retailer need not necessarily work for a smaller net profit, but by greater efficiency, more care in buying, more rapid turnover, elimination of waste, and re-

duction in the cost of delivery and other service given the consumer, and particularly in the shortening or elimination of credit, he must lower his cost of operation. The wholesaler on his part must be prepared to operate so as to add only the irreducible minimum to the manufacturer's price when reselling to the retailer. It will not meet the situation to ignore or defy the growing demand for more economical distribution.

Price Competition Essential

"The one outstanding factor imperatively necessary to the preservation of the existing medium of distribution is price competition. Without competition the functions of distribution cease to be efficiently performed at the minimum cost. Even if that were not actually the case, without the competitive factor, there at once develops suspicion and lack of confidence, and movements such as that proposed by the Ottawa Retail Grocers are inevitable.

"But there is a good deal more than suspicion to justify the Ottawa movement. Instead of endeavoring to justify their existence by more economical service, the wholesale grocers are devoting the activities of their organizations to the elimination of competition by the operation of combines and price agreements, the existence of which has been admitted before the Board of Commerce by all parties concerned. The effect of these combines and price agreements is to ensure to the wholesale grocers a scale of profits on the lines so controlled, which are greater than are necessary to the successful operation of an efficiently conducted wholesale grocery business. In many instances profits which this house is compelled to take on these lines are double the margin which we or the ten other 'Macdonald' grocery houses with which we are affiliated, find necessary or desirable. Is it any wonder under these circumstances if the retail grocers become restive, and the public demand less costly distribution?

Restore Competition

"The remedy is not reduction of the margin of profits which these price agreements permit some and compel other wholesalers to take; but rather the elimination of all price agreements and the complete restoration of the competitive factor. With that factor in full operation, the situation would speedily adjust itself. Those wholesalers who cannot or will not operate economically and efficiently would see their trade gradually transferred to those who can and will. The wholesale grocery trade would be on a sounder and healthier basis; and the retail trade and the public would benefit by reduced cost of distribution.

"MACDONALD COOPER, LIMITED,
"H. H. Cooper,
"Vice-President."

Confectionery Industries Before the Tariff Board

C. J. Bodley, Presents the Case of the Confectionery, Biscuit and Chocolate Industries Before the Tariff Commission—J. A. Ross of Wm. Wrigley Co., Declares Protection is Absolutely Necessary.

TORONTO, Dec. 7.—C. J. Bodley, secretary of the Confectionery, Biscuit and Chocolate Industries in Canada, appeared before the Tariff Commission in Toronto this week, and in a long brief, asked for a continuance of the tariff. He quoted figures to show that biscuits and chocolates are selling cheaper here than in the United States, and it was shown that the industry has to face competition with Great Britain with discriminating freight rates against the Canadian shipper. Biscuits and confectionery, it was pointed out, are carried from the United Kingdom to Canada at straight rates per pound, while the Canadian shipper has to pay per cubic foot. This procedure, it is urged, while defended by the steamship companies as being perfectly correct, according to the volume of traffic, is nevertheless protection.

Mr. Bodley further pointed out that the Canadian shipper had to pay double the transportation charge to enter Great Britain that the Englishman had to pay to enter Canada. In the case of chocolates the Canadian had to pay at the rate of five to one compared with the rates for a similar article entering Canada.

The Situation in Gum

J. A. Ross, general manager of the Wm. Wrigley, Jr., Co., Ltd., of Canada, in addressing the tariff commission said:

"Eleven years ago I sat in conference in Chicago with the president of a large American concern that supplied the United States and foreign countries with the article known as Wrigley's gum. If the product under discussion had been any one of a hundred other articles, the fundamental principles underlying this talk would have been the same. The conference was one of a series held in an effort to arrive at some determination with regard to further development of Canada as an export field for the American Wrigley Company. Without the 35 per cent. ad valorem duty into Canada, it would have been possible to ship from the United States factories, but when that duty entered into consideration it was impossible to offer gum to the Canadian consumer for 5 cents —at which price some considerable competition was to be met. Although the fundamental principle that the cost of producing a unit is inversely proportional to the volume or number of that unit produced was particularly pertinent to the production of gum, and therefore all production, and good sense dictated supplying the smaller demand in Canada from the larger and lower-cost American plants, there was no alternative but to establish a plant in Canada to make Canadian gum for the Canadian people. Consequently, such portion as was necessary to obtain the Canadian market, of the resources of the large American corporation, was placed in my hands in 1909.

"With the present tariff the Canadian Wrigley Company has grown, and, in so far as one moderately sized industry may do so, has materially assisted in Canada's development. Originally, American capital was invested, and American received a profit and interest on that investment, but simultaneously Canadians also derived a material aid in the development of Canada. Without sufficient protection Canada could not compel the retention of our investment and continuous expenditure."

792,000 ACRES IS SOWN TO FALL WHEAT FOR THE SEASON 1921

The total area sown to fall wheat in Canada for the season of 1921 is estimated at 792,000 acres, as compared with 846,800 acres, the area sown in 1919 and 1920, and with 814,133 acres, the area harvested. On the whole, excellent progress has been made this Fall in the plowing of land intended for next year's crop. For the whole of Canada the percentage is 71, as against 66 last year, this year's percentage being larger than in any year since 1914, when the same percentage of 71 preceded the bumper harvest of 1915.

NOT EXACTLY

Two old school chums chanced to meet again, and spent an interesting hour exchanging reminiscences. "But, I say, old chap," began one suddenly, "you say you are in the grocery line, I thought you wanted to go on the stage." "So I did," confessed the other, sheepishly; "but—er I—discovered I wasn't suited for it." "A little bird told you, I suppose?" The other man hesitated, and his face slowly flushed. "Well, no, not exactly," he said; "but they might have been birds if they had been allowed to hatch."

A CORRESPONDENCE COURSE

C. Theo. Lemoine, Sorel, Que., writes:—"Canadian Grocer is of great value to me. It is a real correspondence course."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

GENERALLY speaking, the trend of grocery commodities continues easy. The outlook for Christmas business is very encouraging; both wholesalers and retailers report a fairly heavy movement on all Christmas lines. The feature of the markets is probably the stiffening of the wheat market which is reflected on flour causing that commodity to have a decidedly strong undertone.

MONTREAL—Lower quotations on hogs this week have affected the whole pork market with lower prices on hams and bacon. Some cooked meats are also affected and the weakness is reflected on lard and shortening. The butter and cheese market shows weakness but the prices quoted are unchanged. Eggs are holding very firm at the high quotations and there is a tendency to make a slight advance in the price of graded eggs. Poultry is holding firm with a very good demand, and fish prices are unchanged. The sugar market appears to be more stable at the eleven dollars price and some of the refineries report that they are about through with the expensive raws that they have been running. There is a firmer tone to the flour market this week as a result of the higher wheat market. The tea market continues to show improvement. There is a big decline in the price of pearl hominy this week and lima beans are reduced. One of the mills has reduced the price quoted on package oats and porridge wheat but none of the other millers have followed as yet. Cotton twine has taken another decline of three and five cents per pound and due to increased cost of freight handling coarse salt is thirty cents per 140 lb. bag dearer. Oranges are lower again and bananas are also reduced in price. The feature of the vegetable market this week is the supply of Ontario celery that is offered in Montreal and the scarcity of cranberries which are very high this year. There is an excellent demand this season for nuts and dried fruit and in both cases the fear is expressed that the supply will not meet the demand. Peanuts are reduced in price. The Christmas trade seems to have every prospect of being very brisk with many lower quotations at this season.

TORONTO—There are few price changes in general grocery commodities. The wheat market has taken a decidedly upward turn during the week and in consequence flour has developed a strong situation. The consensus of opinion amongst millers is that wheat, corn and oats receded to a lower level than the conditions warranted and that prices were bound to go higher before they settled at a stabilized level. Rolled oats showed another decline but manufacturers state that this reduction is caused more by competition than by the real condition of the market; they point out that to-day's cost of milling a bag of rolled oats is very close to the price quoted to the retail trade. Sugars are unchanged but a better movement is noted from the refineries. Beans are weak with lower prices quoted under a limited inquiry. There are still large stocks of low grade teas held in British warehouses but the stocks are soon expected to be considerably lessened as production is greatly cut down. High grade teas are in scant supply and are holding at high prices. Southern rices continue easy with quotations reduced. On the other hand Eastern rices are ruling at fairly high figures, in fact the poorest grade is now quoted higher than the finest grade Southern rice. Prices on canned vegetables are very irregular, quotations ranging far below the canners' list prices. Shelled almonds for January delivery are quoted eight cents per pound under present prices on spot. The crop of pecan nuts this year is only about twenty-five per cent. of normal, with the result that pecans are in a very strong position with a tendency for reaching higher prices. Raisins, currants and peels are holding steady to firm with no prospect for lower prices for this year at least. Potatoes continue with an easy undertone with prices again shaded downward.

WINNIPEG—Business has been rather slow throughout Manitoba during the past week. Speaking of the slowness of business, Dr. Magill, Sec. of the Grain Exchange, said that "The wheat situation has less to do with it than anything else. This slackness is due chiefly to the lack of demand for cattle, hogs, hay, etc. Farmers are holding their commodities trusting that the market will firm up and for this reason collections have been exceptionally poor and money remains very tight. Lower prices do not seem to bring any greater demand for food stuff and it is only a question of time until a reaction must set in and firmer prices be established."

QUEBEC MARKETS

MONTREAL, Dec. 8.—Market quotations this week show many declines in prices. The sugar market shows more stability at the eleven dollar price and it is not likely that it will be any lower for some time at least. The molasses market is unchanged. On account of the steady improvement to the wheat market there is a firmer tone to the flour market. The price on package oats and porridge wheat has been reduced by one of the millers and others may follow. Pearl hominy is reduced in price. The tea market shows further strength but there is no change in quotations. Oranges are cheaper with the arrival of Porto Rico oranges on the market which are selling at $5.00 per case. Bananas are also cheaper but there is an advance of seventy-five cents on lemons. Cranberries are very scarce and dear this year and dealers state that there are no Nova Scotia berries this year. Lima beans are reduced one half cent per pound. Ontario celery is very popular locally and is underselling the California celery. Cotton twine is again reduced in price. Coarse salt, owing to the increased cost of transportation during the winter is advanced in price thirty cents per bag of 140 lbs.

Sugar Fairly Stable at $11

Montreal.

SUGAR.—The sugar market appears to be steadying up at the $11 price. The market is not very active, due to the fact that buyers are still very cautious in their purchasing. St. Lawrence sugar refineries are still quoting officially 12 cents per pound. At the present time it is a race to unload the expensive raws which nearly all the refineries have. Acadia reports their supplies rapidly diminishing so that they expect in the very near future to begin on the new sugar which will altogether ease off market conditions and stabilize the market since buying will be freer.

No Change in Molasses

Montreal.

MOLASSES.—Following the drop in the price of molasses last week the market remains steady without further changes this week. It seems hard to predict the future for molasses just yet but there is little indication that prices will be any lower than they are at present. There is no change in the quotations made on corn syrup this week.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 09
Half barrels, about 350 lbs.	....	0 09¼
Quarter barrels, about 175 lbs.	....	0 09¾
2 gal., 25-lb. pails, each	....	2 85
3 gal., 38½-lb. pails, each	....	4 25
5 gal., 65-lb. pails, each	....	6 85
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	6 60
5-lb. tins, 1 doz. in case, case	....	7 45
10-lb. tins, ½ doz. in case, case	....	7 15
	Prices for Island	of Montreal
Barbadoes Molasses—		
Puncheons	....	1 20
Barrels	....	1 23
Half barrels	....	1 25
Puncheons, outside city	....	1 15
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	....	6 00
3-lb. tins, 2 doz. in case, case.	....	8 25
5-lb .tins, 1 doz. in case, case.	....	6 80
10-lb. tins, ½ doz. in case, case	....	6 65

Rice Market Unsettled

Montreal.

RICE.—The rice market continues in its unsettled state with a varying demand. Quotations given are hardly standard since they vary from time to time according to conditions under which sales are made.

RICE—		
Carolina, extra fancy	....	....
Do. (fancy)	....	....
Rangoon "B"	....	12 50
Rangoon "CC"	....	12 25
Broken rice, fine	....	8 00
Bell rice, fine	....	16 00
Bell broken rice	....	10 00
Texas rice	....	10 50
Siam	....	7 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras	....	0 07
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Canned Goods Steady

Montreal.

CANNED GOODS.—There is no change this week in the quotations made on canned goods. Prices just remain steady with a very good movement of stock.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 85
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	2 15	2 20
Beans, Refugee	2 15	2 20
Corn, 2s	1 57½	1 62½
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 45	1 50
Do., 2½s	1 75	1 80
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 67½	1 77½
Do., gallons, doz.	5 25	5 50
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	....	3 50
2½-lb.	....	....
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	....	5 60
Do., 2-lb.	....	3 70
Greengage Plums, heavy syrup	....	2 90
Pineapples (grated and sliced), 2½-lb.	5 40	4 80
2-lb.	4 60	4 80
1-lb.	....	2 50
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Better Market for Tea

Montreal.

TEA.—The tea market continues unchanged as far as quotations go, but there is more strength shown from week to week until as is expected the price on the best grade teas will be advanced and Japan teas are expected to be even scarce when the new crop is marketed. The very cheap grades that have flooded the market are rapidly disappearing and the better grades are taking their place.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Some Package Oats Lower

Montreal.

PACKAGE GOODS.—A reduction is announced this week in the price of Robin Hood package oats and porridge wheat. This is the only firm to reduce their prices this week. Their quotation is now $5.60 for the large sized rolled oats and $2 for small sized rolled oats. Porridge wheat, package, family size, is selling at $6.50 and the regular size, 36 to a case, is selling at $6.40 per case. It may be expected that following this other manufacturers will reduce their price on package oats, but this is by no means certain.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 38
Corn Flakes, 3-doz.	3 50 3 65 3 50	4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	5 80
Do., 18s	....	2 12½
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35

Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case....	....	2 50
Scotch Pearl Barley, case.....	....	2 60
Pancake Flour, case	....	3 60
Do., self-rising, doz.	....	1 60
Wheat Food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.....	....	2 95
Oatmeal, fine cut, 20 pkgs.....	....	6 75
Porridge wheat, 36s, case.....	....	6 40
Do., 20s, case	....	6 50
Self-raising Flour (3-lb. pack.) doz.	....	3 00
Do. (6-lb. pack.), doz.	....	5 90
Corn Starch (prepared)	....	0 11½
Potato flour	....	0 13
Starch (laundry)	....	0 09¾
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Shredded Wheat	....	4 95
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case..	....	4 70
Package Cornmeal	....	4 25
Malt Breakfast Food (36 pkgs.) .	....	12 60

Pearl Hominy Lower

Montreal.

CEREALS.—A reduction is announced this week in the price of pearl hominy. It is now quoted as low as $4.50 per 98 pound bag to the retail trade. There is no change in quotations on rolled oats or oatmeal in bulk this week. Lima beans are reduced ½ cent per pound to 12 cents per pound.

Oatmeal, gran., fine standard....	....	5 50
Rolled oats, 90 lbs.	....	4 10
Pearl Hominy	4 50	5 00
Cornmeal, Gold Dust Brand.....	....	3 90
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley	....	7 25
Beans, Ont.	....	4 25
Do., Can.	....	4 00
Do., California	....	3 75
Lima Beans	....	0 12
Green Peas, dried	....	0 17

Cotton Twine Still Lower

Montreal.

COTTON TWINE.—There is a reduction of from 3 to 5 cents this week in the price of cotton twine in balls. Four ply balls are reduced 5 cents per pound to 55 cents and the 3 ply is reduced 3 cents per pound to 49 cents per pound. This is a result of lower prices on cotton.

Coarse Salt Higher

Montreal.

SALT.—There is an advance this week in the price of coarse salt. This is due almost entirely to higher cost of freight during the winter months. Coarse salt is now selling at $2 per 140 pound sack. This is an advance of 30 cents per sack.

Peanut Prices Take Big Drop

Montreal.

NUTS.—The only change that is reported this week is a drop in the price of peanuts amounting to one cent per pound on Bon-ton, making them 23 cents and Sun drop to 15 cents. Jumbo are quoted at 15½ cents. These are responsible for the drop in the peanut market since they have come in with a big reduction. There is also a drop in quotations on salted peanuts as a result of the break in the peanut market. Reds are now quoted at 21 cents and whole at 38 cents. There is a big demand for nuts at this season and like the dried fruit market it is doubtful of the supply will be sufficient to meet the demand. Walnuts are reported scarce and as a result their quotations are very strong.

Almonds, Tarragona, per lb. ...	0 23	0 25
Do., shelled	0 50	0 60
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 38
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	....	0 18
Do., Barcelona	0 17	0 19
Hickory nuts (large and small), lb	0 10	0 15
Peanuts, Jumbo	....	0 15½
Do., shelled, No. 1 Spanish....	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, red	0 21	0 23
Do., shelled, No. 1 Virginia...	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.....	0 29	0 30
Do., large, No. 2, polished....	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell.....	....	0 29
Marbot Walnuts	....	0 25
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 50
Do., Bordeaux	....	0 58
Do., Chilean, bags, per lb.	....	0 33
Do., Spanish, shelled	....	0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Dried Fruits in Demand

Montreal.

DRIED FRUITS.—No changes are reported this week in dried fruit quotations. The demand is excellent at the present time for the Christmas trade, and it is even reported that supplies of raisins and currants may not be sufficient to meet the demand. There are more shipments now on the way to Montreal, but it is very doubtful if they will be on the market for the Christmas trade.

Apricots, fancy	....	0 33
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 16
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb..	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 27
Do., 1 Crown	....	0 25
Do., 3 Crown	....	0 28
Do., 4 Crown	....	0 28½
Turkish Sultana, 5 crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16 oz.	0 25	0 27
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	....	0 27¼
Currants, loose	....	0 20
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg..	....	0 15½
Fard, 12-lb. boxes.....	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior.....	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb..	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes).....	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box.....	....	2 75
Do., mats	....	3 00
Do., 22-lb. box.....	....	1 90
Do. (12 10-oz. boxes).....	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Pepper Further Reduced

Montreal.

SPICES.—Although the spice market is rather quiet at the present time and dealers have all their supplies bought until the new year, there are a few reductions reported this week in this market. Pepper has been easier in price for the last few weeks and another reduction is reported in the price of black pepper amounting to 5 cents, making the price now 30 cents per pound, and white pepper is reduced to 40 cents per pound. Cream of tartar is also reduced 10 cents per pound.

Allspice	....	0 20
Cassia (pure)	0 32	0 35
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	.. .	0 18
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	....	0 60
Cream of tartar (French, pure)..	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 31
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.....	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 30
Do., white	....	0 40
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.....	0 35	0 40
Do., package, 4 oz., doz.....	0 65	0 70
Paprika	....	0 65
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal).....	0 70	0 75
Pimento, whole	0 15	0 18

Honey Plentiful But High

Montreal.

HONEY.—There is no change in quotations made on honey this week. Supplies of white clover honey seem to be very plentiful in this locality but prices are holding up. The market for honey is very firm at the present time.

Buckwheat honey	0 18	0 19
White clover honey	0 25	0 26

No Change on Coffee

Montreal.

COFFEE.—There is no change in the quotations on coffee, but the market continues in its easy tone.

Oranges Are Lower

Montreal.

FRUIT.—Oranges are much cheaper this week and with the arrival of Porto Rico oranges for the Christmas trade it is likely that there will be a further decline in the prices. Florida oranges are quoted as low as $6.50 per crate and California navel oranges at $8.50 for the best. The Porto Rico oranges, while they are small, are reported to be of fine quality and will sell as low as $5 for crates that will weigh around 85 pounds Lemons are higher and it is rumored that the growers are allowing the fruit to rot rather than putting it on the market, since they claim that they are not now getting a big enough price. Prices

this week show an advance of 75 cents on quotations of last week. Bananas are cheaper but it is feared that this will not last until the Christmas week and that when the big demand comes the banana supply will be short and the prices high.

Apples—		
Do., Fameuse, per bbl.	9 50	10 00
Do., Wealthy No. 1, per bbl.	....	7 50
Do., No. 2, per bbl.	....	7 00
Do., Alexander, per bbl.	7 00	7 50
Do., Greening	7 00	7 50
Do., Baldwin	7 00	7 50
Do., Russet	7 00	7 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	3 75	4 75
Do., 100s and 150s	....	10 00
Do., 176s and 200s	....	10 00
Cal. Navel Oranges, 126-250s	....	8 50
Do., Florida, 150-216s	....	6 50
Jamaica Oranges, 176, 200, 216	....	5 50
Pineapples crate	....	8 50
Pears, Keiffers, per hamper	....	3 00
Canteloupes, crate (45)	....	9 00
Tokay Grapes, per box	....	5 00
Blue Grapes, 6 qts.	....	0 55
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	9 50
Cranberries, per bbl.	....	14 00

Cranberries Scarce

Montreal.

VEGETABLES.—Ontario celery arriving in Montreal is the feature of the vegetable market this week. The quality is said to surpass the California celery and it is about half the price. It is feared however that an increase in freight rates here will bring the price much higher. At the presetn time Ontario celery is selling at $4.50 per case, while California celery is selling at $9. Cranberries are very scarce this year and dealers report that there are no Nova Scotia berries on the market. The large berries are quoted at $22 and the smaller 'pie berries" at $14.

Beets, per doz.	....	0 25
Cucumbers, Montreal, per doz.	....	0 20
Cabbage, Montreal, doz.	0 50	0 65
Chicory, doz.	....	0 50
Carrots, doz.	....	0 25
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 40	2 40
Do., sweet hamper	....	3 50
Spinach, box	....	0 75
Turnips, per doz.	....	0 40
Montreal Tomatoes, per box	....	2 50
Cauliflower, per doz.	....	0 90
Spanish Onions, per case	....	6 00
Yellow Onions, per cwt. bag	....	1 50
Red Onions, per cwt.	....	2 50

Flour Market Stronger

Montreal.

FLOUR.—There is no change this week in the quotations made on either spring wheat flour or winter wheat flour. The wheat market holds more strength this week and this strength is reflected upon the flour market, but no change in the price has resulted as yet. The sales in flour are very active and good demand from local and country buyers. There is no change in quotations on white corn flour, for which a demand is somewhat limited. Quotations on this are made at $9.50 to $9.70 per barrel in jute.

ONTARIO MARKETS

TORONTO, Dec. 8.—There are not many price changes in the market for general grocery commodities this week. Sugar is holding steady on a basis of $11.00 per hundred. Molasses is firm and both corn and cane syrups are steady. Rolled oats are again reduced but it is the opinion of some manufacturers that rolled oats are a good buy at present prices in view of the higher prices in the grain market. Shelled almonds are quoted for January delivery; pecans are firm with a tendency for higher prices. The heavy stocks of low-grade teas which have predominated in the British tea market are gradually being reduced as production is cut down. Fine teas of quality continue scarce at high prices. Southern rices continue easy with quotations on spot stocks reduced. The potato market rules easy with prices shaded lower. The flour market is firm with a tendency for higher prices.

Sugar Unchanged

Toronto.

SUGAR—There is no change in the sugar market. Although the Eastern refiners' list price for granulated is unchanged, sales are being made on a basis of $11.00 per hundred.

St. Lawrence, extra granulated, cwt.	12 21
Atlantic, extra granulated	12 21
Acadia Sugar Refinery, extra granulated	12 21
Dom. Sugar Refinery, extra granulated	11 21
Canada Sugar Refinery, granulated	12 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 65c; No. 2, 75c; No. 3, 85c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons 50/2s, 70c. Yellows same as above.

Molasses Market Firm

Toronto.

SYRUPS—Both corn and cane syrups are ruling fairly steady at unchanged quotations. Molasses is firm and unchanged.

Corn Syrups —		
Barrels, about 700 lbs., yellow	....	0 08
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 15
Cases, 5-lb. tins, white, 1 doz. in case	....	6 85
Cases, 10-lb. tins, white, ½ doz. in case	....	6 55
Cases 2-lb. tins, yellow, 2 doz. in case	....	5 55
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 25
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 95
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	1 35
New Orleans, bls., gal.	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz. Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Rolled Oats Are Lower

Toronto.

CEREALS—The cereal market is fairly steady with the exception of rolled oats, which are now quoted at $3.80 per sack, a reduction of 20 cents. The grain market has shown considerable strength which in the opinion of some cereal manufacturers is sure to react on cereals.

	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	7 75
Barley, pot, 98s	6 25
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	4 25
Do., fancy yellow, 98s	5 75
Oatmeal, 98s	5 00
Oat Flour	....
Corn Flour, 98s	6 25
Rye Flour, 98s	6 25
Rolled Oats, 90s	3 80
Rolled Wheat, 100-lb. bbl.	7 50
Cracked wheat, bag	6 75
Breakfast food, No. 1	6 25
Do., No. 2	6 25
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	8 40
Blue peas, lb.	0 10
Marrowfat green peas	0 07
Graham Flour, 98s	5 50
Whole wheat flour	5 85
Wheat kernels, 98s	7 35
Farina, 98s	6 20

Shelled Almonds Lower

Toronto.

NUTS—Shelled almonds for January delivery are quoted at 40 to 45 cents per pound as against 48 to 55 cents for present spot stocks. Pecans are firm at $1.15 per pound with a tendency for even higher prices in view of the very short crop this year. Nuts in the shell are ruling steady.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	....	0 14
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	9 50
Cocoanut, unsweetened, lb.	....	0 35
Do., unsweetened, lb.	....	0 42
Do., shred	....	0 30
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 48	0 55
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	....	0 55
Peanuts, Spanish, lb.	....	0 15
Do., Chinese, 30-32 to oz.	....	0 12
Do., Java	....	0 14
Brazil nuts, lb.	....	1 20
Pecans, lb.	....	1 15

Fine Teas Continue Scarce

Toronto.

TEAS—Heavy stocks of low grade teas still predominate in the London tea market, but these are gradually being lessened as production is cut down. The primary markets have a firmer undertone, while finer teas of good quality continue scarce at high prices.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffees Unchanged

Toronto.

COFFEES—There is no change in the market for coffee. Quotations on spot stocks are unchanged.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaice	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santo	....	0 42

Canned Goods Unchanged

Toronto.

CANNED GOODS—The situation in canned goods is unchanged, wholesalers continuing to cut prices on canned vegetables and there are not stable prices on these lines. Corn is quoted from $1.30 to $1.55 per dozen. Early June peas around $1.85 and standard around $1.65. Tomatoes are quoted all the way from $1.40 to $1.70 per dozen. Hawaiian sliced pineapple, ones, is quoted at $3.00 per dozen. Robertson's bramble jelly, 16-ounce jars is quoted at $4.35 per dozen, and in four-pound tins, at $1.25 each.

Salmon—		
Sockeye, 1s, doz.	....	5 80
Sockeye, ½s, doz.	....	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Choe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	....	1 72½
Peas, Standard, doz.	....	1 75
Do., Early June, doz.	1 90	2 00
Do., Sweet Wrinkle, doz.	....	2 25
Beets, 2s, doz.	1 45	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 55
Pumpkins, 2½s, doz.	1 20	1 25
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., do.	....	4 75
Peaches, 2s, doz.	....	3 50
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 27
Black Currants, 16 oz., doz.	....	5 15
Do., 4s, each	1 34	1 43
Gooseberry, 4s, each	1 20	1 43
Do., 16 oz., doz.	....	4 60
Peach, 4s, each	....	1 13
Do., 16 oz., doz.	....	4 50
Red Currants, 16 oz., doz.	....	5 50
Raspberries, 1 6oz., doz.	5 15	5 35
Do., 4s, each	1 34	1 43
Strawberries, 16 oz., doz.	5 15	5 55
Do., 4s, each	1 34	1 43

Beans Are Easy

Toronto.

BEANS—The bean market is easy under a light demand. Ontario two-pound pickers are quoted at $3.75 per bushel and hand-picked at $4.25. California limas are 12½ to 13 cents per pound and Madagascar limas at 12 cents.

Ontario, 1-lb. to 2-lb. pickers, bus.	....	3 75
Do., hand-picked, bus.	....	4 25
Japanese Kotenashi, per bus.	....	....
Limas, per lb.	0 12½	0 13
Madagascars, per lb.	....	0 12

Package Goods Unchanged

Toronto.

PACKAGE GOODS—There are no changes in quotations in package cereals, with the exception of Wheat Gold, which is reduced to $4.80 per case.

PACKAGE GOODS

Rolled Oats, 20s, round, case	5 60	5 80
Do., 20s, square, case	5 60	5 80
Do., 18s, case	2 00	2 12½
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 11½
Do., No. 2, lb. cartons	....	0 10
Laundry Starch	....	0 09¾
Do., in 1-lb. cartons	....	0 10¼
Do., in 6-lb. wood boxes	....	0 13¼
Do., in 6-lb. tin canisters	....	0 14
Celluloid Starch, case	....	4 70
Potato Flour, case 20 1-lb. pkgs.	....	2 60
Do., case 24 12-oz, pkgs.	....	2 30
Fine oatmeal, 20s	....	6 80
Cornmeal, 24s	....	3 70
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	4 00
Buckwheat flour, 24s	....	4 00
Two-minute Oat Food, 24s	....	2 75
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 70
Do., pearl, case	....	3 70
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to to case	....	7 15
Do., Buckwheat Flour, 18 to case.	....	3 65
Do., Pancake Flour, 18 to case.	....	3 65

Spices Hold Steady

Toronto.

SPICES—The spice market is quiet with quotations holding steady to firm.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	....	0 65
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 45
Mustard, pure	....	0 55
Herbs — sage, thyme, parsley,		
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	....	0 75
Peppers, black	....	0 33
Do., white	....	0 45
Paprika, lb.	0 80	0 85
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 55
Do., 80s	....	0 60
Do., 64s	....	0 70
Do., ground	0 40	0 50
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 20
Carraway seed, whole	....	0 30
Turmeric	....	0 28
Curry Powder	....	0 40
Cream of Tartar—		
French, pure	0 65	0 75
American high-test, bulk	0 65	0 75
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Raisins Hold Firm

Toronto.

DRIED FRUIT—Raisins are holding firm with seeding in packages advanced one half cent per package. Currants are unchanged with a good demand noted. There is little of interest to report on prunes. The demand is light and the market considered weak.

Evaporated apples	....	0 15
Candied Peels,		
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	0 18½	0 19
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.	....	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 25
Dromedary, 9 doz. in case	....	7 25
Fard, per lb.	....	0 30
Hallowee dates, per lb.	....	0 16
Figs—		
Smyrna layers, 4 crown, lb.	....	0 26
Do. layers, 6 crown, lb.	....	0 30
Pulled figs, 5-lb. box, each	....	1 50
Prunes—		
30-40s, 25s	....	0 25½
40-50s, 25s	....	0 23½
50-60s, 25s	....	0 19½
60-70s, 25s	....	0 16½
70-80s, 25s	....	0 14½
80-90s, 25s	....	0 12½
90-100s, 25s	....	0 11¾
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 28½
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas	....	0 26
Thompsons, Seedless	....	0 29
Valencia	0 23	0 25

Southern Rices Lower

Toronto.

RICES—Southern rices continue in an easy market. Fancy Blue Rose is now quoted 12½ cents per pound. Broken Honduras is eight cents a pound. Eastern rices are holding firm at 14 to 17 cents per pound.

Honduras, broken, per lb.	....	0 08
Blue Rose, lb.	....	0 12½
Siam, broken, per lb.	....	0 11
Siam, second, per 100 lbs.	13 50	14 50
Japans, per lb.	0 11½	0 12½
Chinese, XX	....	....
Do., Simiu	0 16	0 17
Do., Mujin, No. 1	0 15	0 16
Do., Pakling	0 14	0 15
White Sago	....	0 10
Tapioca, per lb.	....	0 10

Potatoes Continue Easy

Toronto.

VEGETABLES.—The potato market continues with prices down to $2.00 to $2.10 per bag. The opinion among some dealers is that potatoes will be firmer after the first of the New Year. Sweet potatoes are holding steady at $2.90 per hamper. Mushrooms in three-pound baskets are quoted at $3.00 per basket. Cabbage is plentiful at $1.25 per barrel.

Cabbage, Can., per bbl.	....	1 25
Carrots, per 75-lb. bag	....	0 75
Turnips, per 75-lb. bag	....	0 65
Parsnips, bag	....	1 25
Onions, 100-lb. sack	....	2 00
Do., Spanish, large crate	....	6 50
Potatoes, per bag	2 00	2 10
Sweet Potatoes, hampers	....	2 90
Celery, crates, 6to 7 doz.	4 00	5 00
Hot House tomatoes, lb.	....	0 40
Mushrooms, 3-lb. bskt.	....	3 00
Cal. Head Lettuce, 4 doz. crate	....	5 00
Cauliflowers, crate 2 doz.	....	6 00

Holly $8.50 a Case

Toronto.

HOLLY—Shipments of holly are now arriving and quoted at $8.50 per case. Holly wreaths are quoted at $3.00 to $3.50 per dozen.

Fruits Hold Steady

Toronto.

FRUITS.—There is practically no change in quotations on fruits. The market is holding steady and good supplies are promised for the Christmas trade. The first shipment of Florida navels have arrived, and are all the larger sizes, mostly 64s and 126s and are quoted at $8.50 per case.

Oranges, Floridas—		
126s, 150s, 176s, 200s, 216s	6 50	7 00
250s	....	6 75
288s, 324s	5 00	5 50
Cal. Navels, per case	6 75	8 00
Grapefruit—		
64s, 70s, 80s, 96s	5 50	5 75
Bananas, Port Limons	....	0 09½
Lemons, Cal.	....	4 50
Do., Messinas, 30s	....	4 50
Pears, Oregon, per box	....	6 50
Grapes—		
California Emperors	....	....
Do., drums	....	8 50
Malagas, bbls.	11 00	15 00
Apples, Ontario—		
Spies, No. 1s	....	7 00
Spies, No. 2s	....	6 00
Baldwins, No. 1s	....	6 00
Baldwins, No. 2s	....	5 00
Greenings, No. 1s	....	6 00
Greenings, No. 2s	....	5 00
B. C. in boxes	....	3 85
Cranberries, ½ barrels	....	9 50
Pomegranates, half box	....	4 50
Pineapples, per crate	8 00	8 50
Tangerines, Florida	....	5 75

Flour Market Firmer

Toronto.

FLOUR—The flour market has developed a firmer tone with a tendency for higher prices in view of the higher prices on wheat.

FLOUR—		
Patent Firsts, in jute bags, per barrel	....	11 10
Do., seconds, in jute bags, per barrel	....	10 60

Honey Unchanged

Toronto.

HONEY—There are no changes on honey quotations. Stocks are fairly large under a limited inquiry.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
Honey, Extracted, white clover		
Ontario, No. 1, white clover, in 30 and 60 pound tins	....	0 25
10 lb. tins, per lb.	....	0 26
5 lb. tins, per lb.	....	0 27

WINNIPEG MARKETS

WINNIPEG, Dec. 8.—There are not many price changes this week although the markets generally continue with an easy tone. Granulated sugar is holding at $12.00 and in some cases as high as $13.25. Syrups, starches and package cereals are unchanged. Bulk cereals are weak, with a tendency for lower prices. Navel oranges are quoted lower with other fruits and vegetables in plentiful supply at unchanged quotations.

Sugar Quoted at $12.00

Winnipeg.

SUGAR.—The refined sugar situation is very irregular. Local wholesalers' quotations for granulated sugar is from $12 to $13.25 per cwt. It is now thought that prices are running close to replacement value. Wholesalers and retailers continue to buy on the hand-to-mouth basis.

Syrups Unchanged

Winnipeg.

SYRUPS.—There is no change in either corn or cane syrups, the market is steady under a fairly active demand.

CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 45
Cases, 5-lb. tins, white, 1 doz. in case	....	7 20
Cases, 10-lb. tins, white, ½ doz. in case	....	6 95
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 95
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 85
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 60
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 35
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	6 35
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz.	....	24 50
Pure, 10s, per case of ½ doz.	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Starch Remains Steady

Winnipeg.

STARCH.—There has been no change in the starch situation. The market still remains weak.

Cereals Steady

Winnipeg.

CEREALS.—Rolled oats, oatmeal and cornmeal are very weak and the market generally has a tendency for lower prices on these lines.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons	4 75	6 00
Do., 36s, case, square pkts.	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	....	3 80
Puffed Wheat, 3 doz. case, case	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Cream of Wheat, 3 doz. case, case	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case	....	3 75
BULK CEREALS		
Rolled Oats, 80s, per bag	....	3 55
Do., 40s, per bag	....	1 85
Do., 20s, per bag	....	0 96
Do., 10-8s, per bale	....	4 35
Do., 15-6s, per bale	....	5 15
Oatmeal, 98s, gran. or stand., bag	....	5 50
Wheat Granules, 98s, per bag	....	7 30
Do., 16-6s, per bale	....	8 00
Peas, whole, green, 100-lb. bag, per bush.	....	4 75
Do., split, yellow, 98s, per bag	....	3 45
Do., split, yellow, 49s, per bag	....	4 35
Beans, fancy, hand picked, 100 lb. bag, bushel	....	4 55
Do., Lima, 100-lb. bag, per lb.	....	0 15¾
Barley, Pot, 98s, per bag	....	5 50
Do., pearl, 98s, per bag	....	7 00
Cornmeal, 98s, per bag	....	4 00
Do., 24s, per bag	....	2 05
Do., 10-10s, per bale	....	5 10
Buckwheat grits, whole, 98-lb. bags, per bag	....	10 50

Tea Market Firmer

Winnipeg.

TEA.—Teas generally have been marketed below the cost of production. Reports from the London primary tea market state that there has been an advance of 2 to 4 pence per pound on high grade and medium teas. If production of low grade teas is curtailed higher prices no doubt will be expected.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 43	0 50
Do., second quality	0 43	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 38	0 42
Broken Pekoe, first quality	0 52	0 60
Braken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Coffee is Firmer

Winnipeg.

COFFEE.—High grade coffees in primary markets are reported firmer. Reports from Brazil state that this country has negotiated their loan, and if this is so, coffee no doubt will show a much firmer tendency. At present the market is dull.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Snatos, lb.	0 42	0 44
COCOA—		
In 1-lbs., per doz.	....	6 80
In ½-lbs., pe rdoz.	....	3 40
In ¼-lbs., per doz.	....	1 75
In small size, per doz.	....	1 30

Spice Market Dull

Winnipeg.

SPICE—Spice grinders are buying only for immediate requirements. Spot stocks are being gradually used up.

Allspice, Jamaica, best quality, lb.	....	0 23
Cassia, Batavia, per lb.	....	0 38
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 75
Ginger, washed, Jamaica, No. 1.	....	0 65

Do., Jamaica No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz.	....	0 60
Pepper, black, Singapore ex., lb.	....	0 36
Do., white, do., per lb.	....	0 50
Pickling, ¼-lb. pkg., per doz.	....	1 00
Do., bulk, No. 1, per lb.	....	0 28

GROUND SPICE.

Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.	....	0 30
Do., No. 2, bulk, per lb.	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 80
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75
Do., No. 1, 4 oz. cartons	....	1 75
Cayenne, No. 1, bulk, per lb.	....	0 40
Do., No. 1, 2 oz. cartons	....	1 20
Ginger, No. 1, bulk, per lb.	....	0 65
Do., No. 1, 2 oz. cartons	....	1 35
Do., No. 1, 4 oz. cartons	....	2 05
Do., No. 2, bulk, per lb.	....	0 45
Mace, No. 1, bulk, per lb.	....	0 85
Do., No. 1, 2oz. cartons	....	1 65
Do., No. 1, 4 oz. cartons	....	2 70
Nutmeg, No. 1, bulk, per lb.	....	0 50
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 85
Pastry spice, No. 1, bulk, per lb.	....	0 40
Do., No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 80
Pickling spice, No. 1, bulk, per lb.	....	0 38
White Pepper, No. 1, bulk, per lb.	....	0 49
Do., No. 2, Singapore, per lb.	....	0 47
Black peper, No. 1, bulk, per lb.	....	0 32
White pepper, No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 95
Black pepper, No. 1, 2 oz. cartons	....	0 95
Do., No. 1, 4 oz. cartons	....	1 60

Rice Market Weak

Winnipeg.

RICE.—The primary rice market continues weak. Lower prices on rice are being looked forward to after the first of the year.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 14¾
Do., 50-lb sacks, lb.	....	0 14⅞
Siam, Elephant, 100-lb. bags	....	0 11½
Do., 50-lb bags, lb.	....	0 11⅝
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 10½
Do., in less quantities, lb.	....	0 11¼
Tapioca, pearl, per lb.	....	0 08¾

Canned Goods Unchanged

Winnipeg.

CANNED GOODS. — Canned goods have shown no change during the week. It is reported that the sale of canned fruits and fish is only fair while canned vegetables such as peas, tomatoes, and corn are moving more freely.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	3 35
Do., ½s, 4 doz. case, doz.	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case	....	22 00
Do., ½s, flat, 8 doz. in case	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case	....	16 25
Cohoe, 1s, tall, 4 doz. case	....	18 00
Do., ½s, flat, 8 doz. case	....	16 00
Pink, 1s, tall, 4 doz. case	....	9 50
Do., ½s, flat, 8 doz. case	....	11 00
Humpback, 1s, tall, 4 doz. case	....	8 60

CANNED FRUIT (Canadian)

	Per case	
Apples, 6 tins in case, per case	3 00	3 85
Blueberries, 2s, 2 doz. case	....	7 15
Cherries, 1s, 4 doz. case	5 25	9 00
Peaches, 2s, 2 doz. case	7 00	7 65
Pears, 2s, 2 doz. case	8 30	9 00
Plums, Greengage, 2s, 2 doz. case	....	6 45
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 05
APPLES—		
Raspberries, 2s, 2 doz. case	10 50	11 00
Strawberries, 2s, 2 doz. case	9 75	10 00

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case	....	13 85
Peaches, 2½s, 2 doz. case	....	13 25
Peaches, sliced, 1s, 4 doz. case	....	15 00
Do., halved, 1s, 4 doz. case	....	15 00
Do., 2s, 2 doz. case	....	10 00
Corn, 2s, 2 doz. case	3 80	4 20

CANNED VEGETABLES

	Per case	
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	2 75
Beans, Golden Wax, 2s, 2 doz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 75
Pears, 1s, 4 doz. case	....	17 00
Pineapples, sliced, 2s, 2 doz. case	8 00	8 75
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2½s, 2 doz. case	....	7 00
Pumpkin, 2½s, 2 doz. case	....	3 00
Sauer Kraut, 2½s, 2 doz. case	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz. case	4 00	4 60
Spinach, 2½s, 2 doz. case	6 75	7 25

Dried Fruits Unchanged

Winnipeg

DRIED FRUITS.—There is a shortage of raisins among all jobbers. The demand is greater than the supply. Currants remain firm and prices are considered reasonable in comparison with raisins. Dates remain steady while other dried fruit continues weak.

DRIED FRUIT

Evaporated Apples, per lb.	....	0 18
Currants, 90-lb., per lb.	....	0 22
Do., 8 oz. pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 20
Do., Tunis, bulk, lb.	....	0 26¾
Do., Package, 3 doz. case, lb.	....	0 15
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt.	....	0 35
Peaches, standard, per lb.	0 28	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	1.56	1.62
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton.	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 28
40-50s, 25s, per lb.	....	0 26
50-60s, 25s, per lb.	....	0 23½
60-70s, 25s, per lb.	....	0 20¾
70-80s, 25s, per lb.	....	0 19
80-90s, 25s, per lb.	....	0 17
90-100s, 25s, per lb.	....	0 16¾
In 5-lb. cartons, per carton	....	1 25
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Cal., bulk, seeded, 25-lb. boxes	....	0 28
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	....	0 23
Do., bulk., seedless, 25-lb. boxes, per lb.	....	0 27½
Apricots, choice, 25s, lb.	....	0 45
Do., 10s, lb.	....	0 47
Do., Standard, 45s, lb.	....	0 40
Do., choice, 10s, lb.	....	0 42
Do., fancy, 45s, lb.	....	0 50
Do., do., 10s, lb.	....	0 52

Shelled Nuts in Demand

Winnipeg

NUTS.—There has been an increased demand in the shelled nut market, especially for Bordeaux shelled walnuts, halves. The more reasonable figures as compared with last year's have appealed to the buyers with the result that walnuts have firmed up considerably. Almonds for future are slightly easier but prevailing prices on spot stocks show no change. The shelled Brazil market remains firm, but importers anticipate a decline after the first of the year. No. 1 Spanish shelled peanut quotations are slightly easier this week.

Flour Unchanged

Winnipeg.

FLOUR.—The flour market continues steady with no change in prices. Best quality Manitoba flour is quoted at $10.85 per barrel, while 98 pound jute sacks are being quoted at $5.42½.

Navel Oranges Lower

Winnipeg.

FRUIT.—Large shipments of navel oranges are arriving and are now being quoted at $8 to $8.50 per case. Bananas are arriving more freely and still remain at 15 cents per pound. Japanese oranges have arrived and price quoted for same is $2.50 per bundle. Winter apples are in good demand.

ORANGES—		
Navel, 176 and smaller, case	....	8 50
150s, per case	....	8 25
125s, per case	....	8 00
Lemons, California, per case	7 00	7 50
FLORIDA GRAPE FRUIT—		
64-72s, 80s and 96s, per case	....	8 00
54s, per case	....	7 00
Bananas, per lb.	....	0 15
PEARS—		
Winter Nelles, per case	....	5 50
B.C. Wagners, unwrap., per cs.	....	3 25
10 case lots, per case	....	3 15
McIntosh Reds, No. 1, per box	....	4 00
Wagners No. 1, per box	....	4 00
Delicious, No. 1, per box	....	5 25
Do, No. 2, per box	....	4 50
Ont. Spys, No. 1, per bbl.	....	9 50
Baldwins, No. 1, per bbl.	....	8 50

Vegetables Steady

Winnipeg.

VEGETABLES.—California head lettuce and cauliflower are in good demand as well as B. C. celery. Quotations on vegetables remain unchanged.

Cheaper Grade Candy is Now Showing a Reduction

Montreal.—Hard plain candy is cheaper since the price of sugar has come down, but high grade chocolates will not drop in price until after the Christmas trade is over, according to reports from the local manufacturers and retailers. Those confections of which the greater part is sugar are now nearly ten cents a pound cheaper than they were one month ago. Hard candy, which one month ago was sold by one of the large departmental stores in this city at 55 cents per pound, is now quoted at 45 cents and the cheaper chocolates are reduced in price accordingly. The leading chocolate manufacturers in the city state that the gay Christmas boxes of chocolates will cost just about the same this year as they did last. They expect, however, that with the New Year they will be in a position to make reductions in the prices. Some retailers predict that the reduction will be as much as 25 per cent. but the manufacturers refuse to make an estimate as to the effect the reduced price of sugar will have on the cost of chocolates.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Dec. 8.—Cluster raisins will be scarce before Christmas, according to several jobbers. Small additional orders have been ordered forward, but some dealers may be disappointed. Currants are also in good demand and very light supply. The demand for jam is particularly light. It is thought that rice prices have hit bottom. In fact prices are now quoted ten dollars a ton higher than last week. There will be no new factor in the rice market till new crops are harvested early next year. Pearline declined 25 cents a case, and Ivory soap and P&G Naptha 50 cents. Smyrna figs have been selling very freely and will likely be cleaned up well in advance of Christmas. The prices range from 25 to 33 cents per pound. The market is bare of Dromedary dates at present, but a shipment will probably be distributed next week. The price is $8.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 8.—Creamery butter dropped two cents per pound, now quoted 58 cents. Large Ontario cheese is quoted 30 to 31 cents per pound. Lard is down one cent per pound. Cooked hams have been reduced to 58 cents per pound. Soda biscuits in bulk are down two cents per pound. Canned tomatoes 2s are now $4.25 to $4.50 per case. Canned peaches 2s are $7.45 to $7.90 per case. One brand of canned coffee is down three cents per pound. Manchurian shelled walnuts are 48 cents to 54 cents per pound. Some B.C. new laid eggs are arriving and selling at $27 per case.

Beans, B.C.	7 25	7 50
Rolled oats, 80s	....	3 60
Rice, Siam	9 00	10 25
Japan, No. 1	10 00	12 50
Tapioca	8 00	9 00
Sago	8 00	9 00
Sugar, pure cane, gran., cwt.	....	13 02
Cheese, No. 1, Ont., large	0 30	0 31
Alberta cheese, twins	....	0 30
Do., large	....	0 29½
Butter, creamery, lb.	....	0 58
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s	....	18 60
Eggs new laid, local, case	....	27 00
Do., storage, case	19 50	21 00
Tomatoes, 2½s, standard, case	4 25	4 50
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case	4 35	4 60
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case	10 00	10 30
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples evaporated 50s	0 18	0 20
Do. 25s, lb.	0 19	0 21
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 10¾	0 11
Do., 70-80s	0 13¾	0 14½
Potatoes, local, ton	....	45 00
Walnuts, per lb.	....	0 30
Pecans, lb.	....	0 30

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 8.—There are few price changes on the local markets this week. The trade is buying light, but prospects are encouraging for Christmas business. Cornmeal is lower, granulated now quoted at $4.60 and ordinary at $3.30. Pure lard is down slightly, now quoted at 30 cents. Fresh eggs have advanced to 90 cents per dozen and storage to 75 cents.

Flour, No. 1 patents, bbls., Man.	....	13 35
Cornmeal, gran., bags	....	4 60
Do., ordinary	....	3 30
Rolled oats	....	10 50
Rice, Siam, per 100 lbs.	12 00	12 50
Tapioca, 100 lbs.	15 00	16 00
Molasses	....	1 15
Sugar –		
Standard, granulated	....	11 10
No. 1, yellow	....	10 35
Cheese, N.B.	0 29½	0 30
Eggs, fresh, doz.	....	0 90
Do., case	....	0 75
Lard, pure, lb.	....	0 30
Do., compound	0 21½	0 22
American clear pork	54 00	55 00
Tomatoes, 2½s, standard, case	....	4 20
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 42	0 45
Butter, creamery, per lb.	....	0 65
Do., dairy	....	0 60
Do., tub	....	0 58
Peaches, 2s, standard, case	7 15	7 20
Corn, 2s, standard, case	....	3 60
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....
Potatoes, per bbl.	....	3 50
Lemons, case	6 00	6 50
Oranges, case	9 00	11 00
Bananas, lb.	....	0 13
Grapefruit, case	7 00	8 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

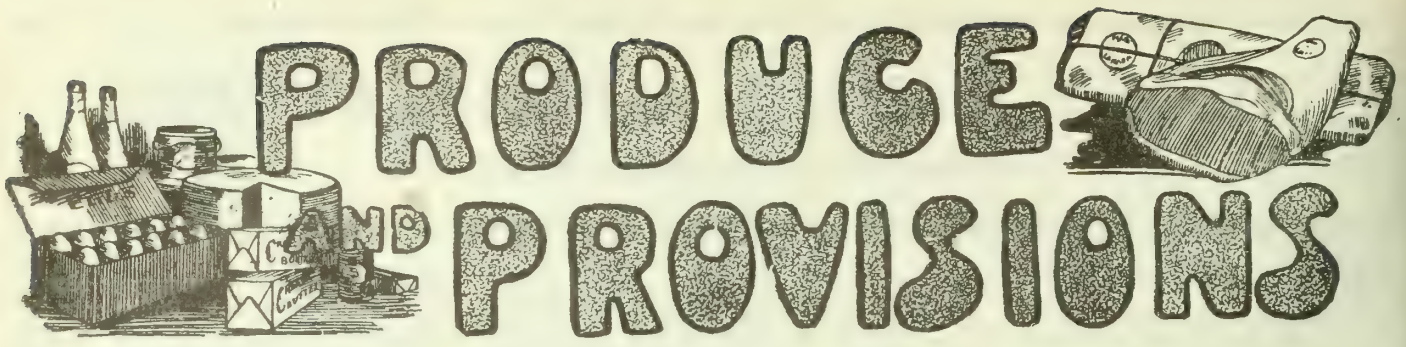
Halifax, N.S., Dec. 8.—There are few changes reported in the markets. Different grades rice quoted $9.50 to $12.50. Tapioca takes a further drop of $2, making present price $13. Rolled oats show a decrease of 10 cents per bag. Potatoes remain firm at $2. White beans are selling at $4.25, a reduction of 25 cents. Molasses, which has been showing a downward trend, is now $1.15 per gal.

Flour, No. 1 patents, bbl.	....	14 50
Cornmeal, bags	....	3 50
Rolled oats, per bag	....	4 90
Rice, Siam, per 100 lbs.	9 50	12 50
Tapioca, 100 lbs.	....	13 00
Molasses (extra fancy Barbadoes)	....	1 15
Sugar, standard, granulated	....	11 00
Do., No. 1, yellow	....	10 25
Cheese, Ont., twins	....	0 28
Eggs, fresh, doz.	....	0 80
Lard, compound	....	0 22½
Lard, pure, lb.	....	0 31
American clear pork, per bbl.	....	52 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 50
Hams, aver. 9-12 lbs.	....	0 43
Do., aver. 12-18 lbs.	....	0 43
Do., aver. 18-25 lbs.	....	0 40
Roll bacon	....	0 35
Butter, creamery, lb.	....	0 57
Do., tubs	....	0 50
Raspberries, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 80
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	1 92½
Apples, gal., N.S., doz.	....	5 00
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 16
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	2 00
Beans, white	....	4 25
Do., yellow eye	....	7 25
Bananas, lb.	0 10½	0 11½
Lemons, Cal.	....	9 00
Oranges, all sizes	....	11 00
Grapefruit, Florida, case	....	6 50
Do., Jamaica	....	5 50
Apples—		
Kings, No. 1	....	7 00
Do., No. 2	....	6 50
Do., Dom.	....	5 55
Do., No. 3	....	4 50
Oats, per bush.	....	1 05

MORE ARTICLES ADDED TO LIST OF EXEMPTIONS FROM SALES TAX

Ottawa, Dec.—More articles have been added to those exempt from sales tax. They are: Bread, yeast, salt, malted foods for infants' use, real estate and buildings, hominy, cooked meats not canned, gluten flour, rolled wheat, poultry feed, stearine, oleo oil, cotton seed oil and corn oil, when used in the manufacture of oleomargarine or any substitute for butter, or as a substitute for lard or for the production of cottolene; edible tallow, for use solely in the production of butter or any substitute therefor, or as a substitute for lard, jams, jellies, marmalade, and preserves; bees, manila fibre, for use only in the manufacture of rope for holding traps in lobster fisheries.

The above exemptions apply only to articles sold on or after November 26th, and are not retroactive.



Fish and Produce Men Oppose Increase

Believe That Prices of Fish and Produce Will Be Affected if Express Increase of Forty Per Cent. is Granted—A. H. Brittain of Maritime Fisheries Appears Before the Board.

MONTREAL, Dec. 8.—(Special)—The interests of the produce merchants of Eastern Canada were represented before the Railway Board in Ottawa at the hearing of the Dominion Express Company's application for a forty per cent. increase in express rates by A. H. Brittain, president of the Maritime Fish Corporation, and by H. R. Gray, manager of Gunn, Langlois, Montreal. The general opinion among the merchants in this city is that certain concessions with regard to express rates should be made to the Dominion Express Company but that the forty per cent. increase is too big an addition to the cost of handling food products.

Will Hurt the Industry.

The producers of fish on the Atlantic Coast, as represented by Mr. Brittain, before the Railway Commission, objected to the increase in rates on fresh and mildly cured fish from the Atlantic Coast, on the grounds that the product is a low priced food, intended for the masses; that the increase of forty per cent. on the present commodity rates will practically kill the development of this industry between the Atlantic Coast and the large centres in Quebec and Ontario. The producers of fish on the Atlantic Coast are in accord with the suggestion issued by the Board of Railway Commissions in March last, in reference to the commodity rates.

In speaking to a Canadian Grocer representative Mr. Brittain stated that the express rate on fish, since fish is selling at such a low price, is equal to between twenty-five per cent. and forty per cent. of the value of the product. Therefore, the cost of the fish to the retailer is made up of at least twenty-five per cent. or thirty per cent. by the express. An additional forty per cent. to this cost would so boost the price of fish that Mr. Brittain claims the fresh fish industry would be killed. "Already the fishing industry is in a serious condition," continued Mr. Brittain, "since the prices obtained by the fishermen are so very low. There is no doubt that a further increase in the cost of putting the fish on the market would only curtail the sale of the fish and cut down what little revenue the fishermen have at the present time.

Fishermen Seek Help

"In some parts of Canada the fishermen have found it necessary to approach the Government for help and in other cases they have been forced to sell out their equipment. It is interesting to note that on some lines of merchandise, particularly millinery, dry goods, and such lines, the express rates only total from one per cent to one and one-half per cent. of the cost. In the application of the Dominion Express Company to the Railway Commission, the company did not or was unable to state what proportion of the increased cost of their service was charged against the handling of food products."

There is an interesting feature in the application of the Dominion Express Company in that 63 per cent. of the earnings go to the Canadian Pacific Railway for their share in the cost of carrying on this express service. The Canadian Express Company pay fifty per cent. of their earnings to the Canadian National while the National Express Company pay forty per cent. of their earnings to the railway for carrying their goods.

Bad for Trade in Produce Lines

In substantiating the claims made by the produce merchants against an increase in express rates, Mr. Brittain claimed that the increased rates would seriously damage the business done in many of the produce lines which have to be handled by express. Mr. Brittain said: "I am ready to admit that the value of all commodities has very greatly increased since the commodity rates first came in, and that one of the elements in rate making relates to the value of the commodity carried and to the increased risk undertaken. On articles of daily necessities, there is no difficulty in the express company justifying a reasonable increase. I do not think, however, that the matter ought to be considered at the moment. The company will obtain a fair measure of increase in their first and second class rates. That increase, it is hoped will prove sufficient to properly maintain the company and the business, but whatever increase is placed on these commodities would form a reason (a comparatively small one it is true in most instances but still a reason), for further increase in the charge made to the consumer."

From the Standpoint of the Fish Companies

In expressing the attitude taken by the fisheries in particular Mr. Brittain said: "If it is found that the express companies require further revenue, the producers of Atlantic sea fish feel that this revenue should be placed on articles of general merchandise, placed on the list of the first class commodities where the increase would not be materially felt, and not on low priced food commodities such as fresh and mildly cured fish from the Atlantic coast, which is the food of the public, who cannot afford to buy high priced food products. In the last judgment issued by the Board, the delivery service performed by the express companies at point of destination was cancelled and the rates on carload service are now exclusive of wagon service, whereas in the past the express company performed this service. It is claimed by the express companies, that this cartage service at points of origin and destination was a source of great expense to them and this in itself meant considerable savings to the express companies involved. The movement of fish by express is absolutely necessary to the welfare of this great natural resource, also to effect regularity in the movement which is not feasible by freight shipment. For this reason I feel that it is to the interest of the fishing industry,

the grocer and the retail merchants who handle the fish, and of the consumer, that this forty per cent. increase in the freight rate and consequently a proportional increase in the cost to the consumer, should not be allowed since it is detrimental to the people of Canada and to our natural resources. If the grocers and those interested in this business would stand together and express strongly their opinion in this matter it would do much to prevent this increase from being permitted by the Railway Board."

November Fish Trade Shows Increase

More Grocers Are Now Stocking Fish, is the Principal Reason for the Gain—Also the Fact That a Great Many New Varieties Are Being Offered.

Written by D. B. DRYSDALE

THE month just passed, which really marks the start of the fish season, as compared with the corresponding month for last year has shown a very appreciable increase in business.

This may be due to various causes, but possible the most reasonable one is that a great many more grocers are carrying a stock of fish. Then again this season there are no less than seventeen new varieties, which gives the retailer a better chance to serve one's appetite.

The New Varieties.

These new lines are made up as follows: Pan frozen yellow pickerel, Manitoba pan frozen whitefish, rainbow salmon, fresh frozen mackerel, sweet briar fillet, Restigouche salmon, Scotch kippers, fresh frozen haddock, pickled lake herrings, fancy fat Cape Breton salt mackerel, English plaice, fresh frozen Georgian Bay whitefish, goldeyes, fresh frozen Lake Ontario whitefish, new single frozen sea herrings, and large fresh frozen lake herrings.

The higher price of whitefish is, no doubt, due to the strike of the fishermen while the run was on.

The first day of December marks the start of the Advent season, both Wednesday and Friday are special fast days throughout this season which continues until the 24th of the month.

Considerable difficulty is sometimes caused in filling orders for salmon, owing to the fact that although there are only six different kinds caught on the Pacific coast each one is known by possibly two or three names. Now British Columbia Chinn salmon has been known to the trade in Ontario for the last 20 years as Qualla. Red Springs known in Washington and Oregon as Chinooks, and in Northern British Columbia as King salmon. White springs are also known as Pink Chinook and Royal Chinook; Cohoes, in some localities called Silvers; Sockeyes, used exclusively for canning, and having several local names, and Humpbacks, small quantities used in fresh and frozen state, but nearly all canned, also known as Pinks and Humps.

Each individual variety varies slightly in size, outside appearance and color or meat, according to the locality and season in which they are caught.

Comparative Yields of Potatoes and Turnips

Potato Harvest in Canada This Year Totals 138,527,000 Bushels as Compared With 125,574,900 Bushels Last Year—Some Figures on Turnips Too.

THE potato harvest in Canada this year totals 138,527,000 bushels, from an area of 784,544 acres, as compared with 125,574,900 bushels from 818,767 acres in 1919. The average yield per acre for 1920 was 176½ bushels, which compared with 153½ bushels last year, and with 146 bushels the decennial average for the period 1910-19. By provinces the yield per acre of potatoes is well over the decennial average throughout the Maritime Provinces, Quebec and Ontario. In the western provinces the yield per acre is below average for Manitoba, Saskatchewan and British Columbia, but is above average for Alberta. In Manitoba the potato season was particularly poor, and the average yield per acre was only 91 bushels, as against 126 bushels last year, and 156 bushels, the decennial average.

Total Value $134,693,000

The total value to the farmers of the potato crop of Canada is estimated at $134,693,000 as compared with $118,894,000 in 1919, the price per bushel ranging from 65 cents in Prince Edward Island, to $1.39 in Manitoba. For all Canada the average price per bushel is 97 cents, as against 95 cents last year.

Yield of Turnips and Other Roots

The total yield for Canada of turnips and other roots is estimated at 114,081,000 bushels from 290,286 acres, as against 112,288,600 bushels from 317,296 acres in 1919.

Hay and clover yield was 13,378,800 tons from 10,379,292 acres as compared with last year's record total of 16,348,000 tons from 10,595,383 acres. The yield per acre this year is 1.30 tons as compared with 1.55 tons last year and 1.50 tons the decennial average.

The total area under root and fodder crops, including potatoes, turnips, etc., hay and clover, alfalfa, fodder corn, and sugar beets amounted to 12,317,943 acres, as compared with 12,494,584 acres in 1919. The total value of these crops at local prices paid to farmers was $594,634,500 as compared with $560,151,800 for 1919.

MEAT EXPORTS SHOW BIG DROP IN VALUE DURING LAST YEAR

Exports of meat from Canada for the year ending October show a decrease compared with last year of the large total of 127,829,500 pounds. The decrease represents a value of over $48,000,000 on the year's trade. The export figures for two years, reported by the Dominion Bureau of Statistics, are given below:

Bacon and Ham..	1919	208,906,038 lbs.
	1920	148,674,000 lbs.
Pork	1919	18,002,313 lbs.
	1920	4,851,200 lbs.
Beef	1919	129,944,411 lbs.
	1920	85,916,000 lbs.
Canned Meats ...	1919	11,398,393 lbs.
	1920	980,458 lbs.

There was an offset of rather less than a million dollars in the increase of "other meats" exported, a classification that includes game and poultry.

SHORTAGE OF FLOUR REPORTED IN NEWFOUNDLAND

St. John's, Nfld., Dec.—Owing to the falling markets and the general depression prevailing here, Newfoundland is faced with a serious shortage of flour this month, before its end. Imports have been smaller than usual, and the shortage on November 30 amounted to 40,000 barrels.

Included in the imports were large shipments from Montreal, and the closing of navigation from there will considerably reduce future shipments.

It is estimated that the shortage at the end of December will be about 100,000 barrels, as compared with normal years. Distributions around the extensive seaboard of this colony after New Year's Day will be difficult, and some remote settlements will have but a meagre supply until Spring.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 8.—Lower quotations are made on hogs this week as a result of the continuing improved supply. This has affected the whole pork market and in sympathy with it lower quotations are made on smoked meats. Wiltshire bacon is quoted one cent per pound lower throughout. Lower prices are also given on cooked meats as far as pork is concerned. A weakness is also lent to the lard market which is reflected on shortening also. There is, however, no change in the prices quoted on the last two mentioned. Butter is unchanged but shows weakness. This is also the case with cheese. The egg market is unchanged and holds at the high quotations which, however, are not as high on strictly fresh eggs as they were at this date last year. There is no change in the fish market. Poultry quotations are unchanged and there is reported an excellent demand on this market.

Lower Prices on Pork

Montreal.

FRESH MEATS.—This week has shown a further decline in the prices paid for hogs on the local market. This drop amounts to from 1¼ to 1½ cents per pound on hogs weighed off the cars. There has been a very good offering of hogs lately and this is mainly responsible for the decline. Quotations are now from $16.00 to $16.25 per cwt. There is little or no change in the beef market. Offerings locally are still light but western cattle are arriving in sufficient numbers to meet the demands. There is no change in these quotations.

FRESH MEATS

Hogs, live (selected)	0 16	0 16½
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 23	0 29
Fresh Pork—		
Legs of pork (foot on)	....	0 33
Loins (trimmed)	0 38	0 39
Bone trimmings	....	0 28
Trimmeds houlders	0 28	0 29
Untrimmed	....	0 26½
Pork sausage (pure)	....	0 25
Farmer sausage	....	0 20
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18

Fresh Beef—

(Cows)			(Steers)
$0 16	$0 23	—Hind quarters..	$0 18 $0 26
0 10	0 14	..Front quarters..	0 10 0 16
0 24	0 34	..... Loins	0 30 0 42
0 16	0 26	..... Ribs	0 16 0 30
0 10	0 14	.... Chucks	0 10 0 16
....	0 20	..... Hips	.... 0 22
Calves (as to grade)			0 18 0 30

Lower Prices on Barrel Pork

Montreal.

BARRELLED MEATS—While there is not a very big demand at the present time for barrelled meats there is a decline this week in the price quoted on barrelled pork amounting to fifty cents per barrel. This is due to the general reductions on the price of pork.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	....	56 00
Clear fat backs (bbl.), 40-50 pieces	....	48 50
Heavy mess pork (bbl.)	....	38 50
Plate Beef	....	25 00
Mess Beef	....	23 00

Lower Prices on Bacon

Montreal.

SMOKED MEATS—In sympathy with the lower quotations on hogs this week there are a number of reductions in the quotations made on smoked meats. A reduction of one cent per pound is quoted on all Wiltshire bacon, on some S. P. breakfast bacon the reduction is as much as four cents per pound and averages two and one-half cents. Eight to ten pound hams are selling as low as 38 cents per pound. Smoked breakfast bacon is selling at from 37 to 45 cents per pound.

BACON—		
Breakfast, best	0 37	0 45
Smoked Breakfast	0 46	0 47
Cottage Rolls	....	0 38
Picnic Hams	....	0 30
Wiltshire	0 43	0 46½
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 38
Do., 14-20	....	0 38
Do., 20-25	....	0 32
Do., 25-35	....	0 29
Over 35 lbs.	....	0 28

Pork Tongue Lower

Montreal.

COOKED MEATS—There is a noticeable falling off in the demand for cooked meats at this season. On account of the easier feeling throughout the pork market and the smaller demand for cooked meats there are a number of lower quotations made this week. Jellied pork tongues are reduced five cents. Bologna is reduced also.

Jellied pork tongues	....	0 40
Jellied pressed beef, lb.	....	0 37
Ham and tongue, lb.	....	0 42
Veal	....	0 33
Hams, cooked	0 61	0 68
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 63

Shortening Prices Hold

Montreal.

SHORTENING—Following the lead of the lard market the shortening quotations are unchanged, but reflect the uneasy feeling that is a result of the lower quotations on hogs and as might be expected a weaker feeling throughout the pork market.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 21½
Tubs, 50 lbs., per lb.	....	0 22
Pails, 20 lbs., per lb.	....	0 22¼
Bricks, 1 lb., per lb.	....	0 24

Butter Prices Steady

Montreal.

BUTTER—The butter market is practically unchanged this week. The demand for the local trade is only reported as fair. The butter market has been rather weak of late.

BUTTER—		
Creamery prints, qual., new..	0 53	0 54
Do., solids, quality, new....	0 52	0 53
Dairy, in tubs, choice	0 48	0 50
Do., prints	....	0 49

Cheese Market Unchanged

Montreal.

CHEESE—Following the easier prices quoted on cheese last week there is no change and local quotations are steady. The demand for exportation has fallen off slightly.

CHEESE—		
New, large, per lb.	....	0 27
Twins, per lb.	....	0 27
Triplets, per lb.	....	0 27
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	0 33	0 34
Quebec	0 27	0 29

Eggs Cheaper Than Year Ago

Montreal.

EGGS—There is no change this week in quotations made on eggs. The market locally remains firm, but reports show that the export market is weaker. It is interesting to note that quotations are lower on strictly fresh eggs than they were a year ago this date but the quotations on other grades are higher. In December, 1919, strictly fresh eggs were quoted at from 90 cents to $1.00 per dozen, as against 85 to 90 cents this year.

EGGS—		
Strictly fresh	0 85	0 90
Selects	....	0 70
No. 1	....	0 60

Lard Market Weak

Montreal.

LARD—There is no change in the lard market this week. The demand is reported as somewhat limited for supplies and trade is rather quiet. The price is steady, but in view of the still lower quotations on hogs it is not unlikely that the lard market will be similarly affected.

LARD—		
Tierces, 360 lbs.	0 26	0 28½
Tubs, 60 lbs.	0 27	0 29
Pails, 20 lbs.	0 27½	0 28¾
Bricks	....	0 31

Good Demand for Poultry

Montreal.

POULTRY.—There is no change in the quotations on poultry this week. The supply and the demand are both very good.

POULTRY—		
Turkeys, per lb.	0 48	0 52
Chickens	0 35	0 40
Fowl	0 28	0 33
Roosters	0 23	0 25
Ducks	0 30	0 35

No Change in Fish Prices

Montreal.

FISH—There is no change this week

in the fish quotations. The demand for fish is very good indeed and supplies are arriving freely. The list of fresh fish is cut down but there is an increased demand for fresh and cured fish.

FRESH FISH

Haddock	....	0 08
Steak cod	0 10	0 11
Market cod	....	0 07
Flounders	....	0 10
Live Lobsters	....	0 60
Halibut, med.	....	0 24
Do., chicken	....	0 17
Perch	....	0 15
Fresh eels, per lb.	....	0 15
Fresh herrings, each	....	0 07
Doree	....	0 20
Fresh Herrings	....	0 06

FROZEN FISH

Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	....	0 23
Mackerel	0 15	0 16
Pike, headless and dressed	....	0 14
Market Cod	0 06	0 06½
Sea Herrings	0 06	0 07
Salmon dr., Spring	....	0 28
Salmon, Cohoes, round	....	0 20
Salmon, Qualla, hd. and dd.	....	0 11
Whitefish	....	0 21

SALTED FISH

Codfish, large, bbls., 200 lbs.	....	16 00
Sardines, half barrel	....	5 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 50
Boneless cod (20), per lb.	0 16	0 20

SMOKED

Finnan Haddie, 15-lb. box	....	0 14
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35

BULK OYSTERS

Standard, No. 1, can	....	3 00
Do., No. 3, can	....	8 75
Selects, No. 1, can	....	3 50
Selects, No. 3, can	....	11 00
Jars, 1 doz. box	....	6 50
Do., 2 doz. box	....	12 50

ONTARIO MARKETS

TORONTO, Dec.8.—Reductions are again announced on hogs and all hog products during the week. Fresh pork cuts are down one to two cents per pound. Smoked meats are lower, the reduction on some cuts is as much as six cents per pound and on others varies from one cent and upwards. Boiled hams and shoulders are down three cents per pound. Shortening is one half cent lower and lard one cent lower. Live hogs continue weak and it is expected that quotations will be again reduced before the week is ended. Beef is holding firm under light receipts of the previous week. Dealers expect that the run of Christmas cattle will commence next week and are looking for slightly higher prices on this grade. Butter continues easy with quotations down two cents. Eggs are firm with a tendency for higher prices. Fish and poultry are arriving freely with quotations unchanged.

Pork Cuts Further Reduced

Toronto.

FRESH MEATS.—Following the declining market on live hogs, a further reduction of from one to two cents per pound is announced on fresh pork cuts. The present price on pork loins is 40½ cents per pound as against 45 cents two weeks ago. Live hogs declined another dollar during the week under a fairly heavy run. As we go to press the market for hogs is holding at $14.75 per hundred on the fed and watered basis, but it is predicted that lower prices will prevail before the week is out. Receipts of cattle at the Union Stock Yards were very light during the week, only amounting to about half the previous week. The general opinion expressed by dealers is that the bulk of the poor grade grass fed cattle is cleaned up and that farmers having good grades are holding them back for the Christmas trade, which is expected to open during the next week. The market for beef is firm and slightly higher prices are expected.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	21 00	23 00
Live, off cars, per cwt.	....	16 00
Live, fed and watered, per cwt.	....	15 75
Live, f.o.b., per cwt.	....	14 50
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 29½
Loins of pork, lb.	....	0 40½
Fresh hams, lb.	....	0 31½
Tenderloins, lb.	....	0 63
Spare ribs, lb.	....	0 21
Picnics, lb.	....	0 23
New York shoulders, lb.	....	0 27½
Boston butts, lb.	....	0 33
Montreal shoulders, lb.	....	0 27½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 21	0 24
Front quarters, lb.	0 12	0 15
Ribs, lb.	0 22	0 28
Chucks, lb.	0 13	0 16
Loins, whole, lb.	0 25	0 35
Hips, lb.	0 17	0 22
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 22	0 24
Spring lamb, lb.	0 24	0 26
Sheep, whole, lb.	0 12	0 18
Above prices subject to daily fluctuations of the market.		

Cured Meats Down Again

Toronto.

PROVISIONS.—A reduction of from one to six cents per pound is noted all along the line of provisions. The largest reductions are on the heavy cuts, for instance, smoked hams weighing from 20 to 35 pounds are quoted at 32 cents per pound as against 38 cents last week, while small hams are quoted at 39 cents as against 42 cents last week. The market is weak, coinciding with the condition of the hog market.

Hams—		
Small, to 12 lbs.	....	0 39
Medium, 12 to 30 lbs.	....	0 37
Large, 20 to 35 lbs. each, lb.	....	0 32
Heavy, 35 lbs. and upwards	....	0 29
Backs—		
Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 55	0 61
Rolled, per lb.	....	0 67
Bacon—		
Breakfast, ordinary, per lb.	....	0 44
Breakfast, special trim	....	0 57
Roll, per lb.	0 28½	0 32½
Wiltshire (smoked sides), lb.	....	0 37½
Wiltshire, three-quarter cut	....	0 42½
Wiltshire, middle	....	0 43½
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 29
Do., av. 80-90 lbs.	....	0 26
Clear bellies, 15-30 lbs.	....	0 31½
Fat backs, 10-12 lbs.	....	0 23
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork		
Mess Pork, 200 lbs.	....	38 00
Short cut backs, 200 lbs.	53 00	55 00
Pickled rolls, bbl. 200 lbs.:—		
Lightweight	....	58 00
Heavy	....	55 00
Above prices subject to daily fluctuations of the market.		

Cooked Hams Lower

Toronto.

COOKED HAMS.—Cooked hams have shown another reduction during the week, now quoted at 59 cents. Boiled shoulders are also down, now quoted at 49 cents per pound. Jellied ox tongues are reduced to 63 cents per pound. Other cooked meats are unchanged.

Boiled hams, lb.	....	0 59
Boiled shoulders	....	0 49
Head cheese, 6s, lb.	....	0 17
Choice jellied ox tongue, lb.	....	0 63
Jellied calves tongue	....	0 56
Ham bologna, lb.	....	0 20
Large bologna, lb.	0 17	0 18
Above prices subject to daily fluctuations of the market.		

Butter Market Easy

Toronto.

BUTTER.—The butter market continues easy with a reduction of two cents per pound on the best grade creamery which brings the price down to 56 cents. Some dealers express the opinion that prices will be again reduced in view of the large stocks on hand and the lack of export business.

BUTTER—		
Creamery prints	0 53	0 56

Egg Market Firm

Toronto.

EGGS.—The market for eggs is quite strong with a tendency for higher prices. United States storage eggs continue to arrive for local consumption. Few new laids are offered, with quotations 90 cents to $1 per dozen.

EGGS—		
Selects	....	0 76
No. 1	....	0 68
Extra selects in cartons	....	0 78
Prices shown are subject to daily fluctuations of the market.		

Cheese Half Cent Lower

Toronto.

CHEESE.—The cheese market is quiet with quotations down one-half cent per pound.

CHEESE—		
Large, per lb.	....	0 26
Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.		

Lard Down One Cent

Toronto.

LARD.—The lard market continues weak. Quotations are again reduced one cent per pound, bringing the price on one pound prints down to 28 cents and on the tierce basis 25 cents per pound.

LARD—		
1-lb. prints	....	0 28
Tierces, 400 lbs.	....	0 25
In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.		

Shortening Market Easy

Toronto.

SHORTENING.—In sympathy with the easy and lower price on hogs and

cotton seed oil, shortening prices are further reduced. One pound prints are now quoted at 23 cents per pound, a reduction of one-half cent. On the tierce basis quotations are unchanged.

SHORTENING—		
1-lb. prints	....	0 23
Tierces, 400 lbs.	....	0 19

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Margarine Unchanged

Toronto.

MARGARINE.—The margarine market is holding fairly steady. Quotations are unchanged.

MARGARINE—		
1-lb. prints, No. 1	....	0 35
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	0 32	0 35

Fish in Brisk Demand

Toronto.

FISH.—Supplies of fish are arriving freely with a brisk demand for all lines. Quotations are unchanged.

FRESH SEA FISH		
Cod Steak, lb.	0 11	0 12
Do., market, lb.	....	0 09
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 18	0 19
Do., mediu m	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	0 09	0 10
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 17	0 18
Fall Salmon	0 11	0 12
Oysters—		
No. 1 tins	....	4 20
No. 3 tins	....	12 30
No. 5 tins	....	20 00
Glass jars, doz.	....	6 50
Shell Oysters—		
600 count, per bbl.	....	20 00
800 count, per bbl.	....	18 00
FROZEN FISH		
Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 12
Flounders	0 10	0 11
Pike, round	....	0 08
Do., headless and dressed	....	0 09
Salmon, Cohoe	....	0 23
Do., Red Spring	....	0 28
Sea Herring	0 07½	0 08
Brill	0 10	0 11
SMOKED FISH		
Haddies, lb.	0 12	0 13
Fillets, lb.	....	0 18
Kippers, box	2 25	2 75
Bloaters	....	3 00
Boneless Digbys, box	....	2 00
Bundles, Digby	....	1 20
Ciscoes, lbs.	....	0 22
Salmon Snacks, lb.	....	0 24
PICKLED FISH		
Labrador Herrings, kegs, 100 lbs.	....	6 50
Do., bbl., 20 0lbs.	....	12 00
Do., pails, 20 lbs.	....	2 25
Salt Mackerel, 20-lb. kit	....	3 25
Holland Herrings, Milchers	....	1 35
Do., mixed	....	1 25

Poultry Prices Unchanged

Toronto.

POULTRY.—Receipts of both live and dressed poultry are reported heavy and a large proportion of the arrivals is moving into the freezers. Turkeys are fairly plentiful and it is thought that prices will remain around present quotations for the Christmas trade.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	$0 38	$0 45
Roosters	0 18	0 21
Fowl, over 5 lbs.	0 25	0 28
Fowl, 4 to 5 lbs.	0 21	0 25
Fowl, under 4 lbs.	0 16	0 20
Ducklings	0 25	0 30
Guinea hens, pair	1 25	1 50
Spring chickens, live.	0 20	0 27

Prices quoted to retail trade—

	Dressed	
Hens, heavy	....	0 30
Do., light	0 26	0 28
Chickens, spring	0 30	0 32
Duckling	0 30	0 32

WINNIPEG MARKETS

WINNIPEG, Dec. 8.—There has been very little change in the provision and produce market during the week. Wholesalers and retailers report that the demand is fairly active. Little or no change has been reported on quotations for fresh meats. Hog packers were bidding $13.50 for selects, this is a decline of 25 cents from last week. Cooked meats have shown a slight decline and a very good demand is reported for this time of the year. Cooked hams are quoted from 59½ to 61½ cents per pound, while bacon is lower. The butter market remains steady with the best grade creamery butter selling at 60 cents per pound. The egg market continues to hold firm, and new laid eggs are being quoted at 80 to 85 cents per dozen. The cheese market is unchanged. Poultry receipts are heavier with no change in prices. The fish trade is reported brisk and prices are well maintained.

Fresh Beef Firmer

Winnipeg.

FRESH MEATS.—Trading on the cattle market at the Union Stock Yards found sales being completed at prices generally the same as last week's, there being little or no change reported in quotation. Choice heifers were in demand, while fair to good kinds also found a ready market. The sheep and lamb market was active at firmer prices. Hog packers were bidding $13.50 for selects, this being a decline of 25 cents.

HOGS—		
Selected, live, cwt.	....	13 50
Heavy, cwt.	....	10 50
Light, cwt.	11 50	12 50
Sows, cwt.	6 00	6 50
Fresh Pork—		
Legs of pork, up to 20 lbs., lb.	0 24	0 29½
Spare ribs, lb.	....	0 23½
Loins of pork, lb.	0 36½	0 39½
Fresh hams, lb.	0 26	0 31½
Picnics, lb.	....	0 26½
Shoulders, lb.	0 23	0 27
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 24
Front quarters, lb.	0 10	0 13
Whole carcass, good grade, lb.	0 11	0 18
Mutton—		
Choice, lb.	....	0 16
Lambs—		
Choice, 30-45 lbs., lb.	....	0 23

Cooked Meats Lower

Winnipeg.

COOKED MEATS.—Cooked hams are quoted from 59½ to 61½ cents per pound with roast ham at 61½ cents. Cooked shoulders are now quoted at 46 cents per pound. Jellied ox and pork tongues with a limited supply on hand remain unchanged in price.

Hams, best quality, skinned, lb.	....	0 61½
Do., roast, lb.	....	0 61½
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins	....	0 18
Jellied Beef, Tongue, lb.	....	0 68
Jellied Pork Tongue, lb.	....	0 61½
Baked Luncheon Loaf, lb.	....	0 28

Bacon Prices Lower

Winnipeg.

PROVISIONS. — Good quality hams have declined during the week and are now quoted from 40½ cents to 43 cents per pound. Boneless hams are quoted at 46½ cents, while skinned are bringing from 41½ to 44 cents according to weight. Bacon still remains scarce and best quality is now 64½ cents per pound. Boneless cottage rolls are quoted at 40½ cents per pound.

8 to 16 lbs., per lb.	....	0 43
16 to 20 lbs., per lb.	....	0 40½
Boneless, 8 to 15 lbs., per lb.	....	0 46½
Skinned, 14 to 18 lbs., per lb.	....	0 44
Do., 18 to 22 lbs., per lb.	....	0 41½
BACON—		
Backs, 5 to 12 lbs., smoked	....	0 64½
Do., 12 to 16 lbs., smoked	....	0 64½
Do., 10 to 14 lbs., skinned and peamealed	....	0 63½
Do., 4 to 10 lbs., sliced	....	0 66
Cottage rolls, boneless	....	0 40½

Butter Market Steady

Winnipeg.

BUTTER.—The butter market continues steady, best grade creamery is now 60 cents per pound, with the lower grades around 53 cents. The dairy butter situation remains unchanged.

BUTTER—		
Creamery, best table grade	....	0 60
Dairy, best table grade	....	0 50
Margarine	0 37	0 39

Lard and Shortening Steady

Winnipeg.

LARD.—There is no change in the lard and shortening market since the decline which was reported in our last week's issue.

Pure Lard, No. 1, quality, per lb. (in tierces of 400 pounds.)	....	0 28½
Do., wooden pails, 20-lb. pails	....	6 30
Shortening, wooden pails, 20-lb. pails per pail	....	4 30
Shortening, tierces of 400 lbs., per lb.	....	0 19

Eggs Are Firmer

Winnipeg.

EGGS.—The egg market continue to hold firm. Fresh new laids from the country are very scarce and are quoted at 80 to 85 cents per dozen. Storage eggs are being heavily drawn on for local consumption. Farm eggs are now quoted at 70 cents per dozen, with candled eggs remaining firm at 63 cents.

Cheese Unchanged

Winnipeg.

CHEESE.—The cheese market continues unchanged. Large cheese is quoted at 28½ cents per pound. Twins are ½ cent higher than large, and triplets ¾ of a cent higher than large. Stilton is being offered to the trade at 32 cents per pound.

CHEESE—		
Ontario, large, per lb.	....	0 28½
Do., twins, per lb.	....	0 29
Manitoba, large, per lb.	....	0 27
Do., twins, per lb.	....	0 27½

Poultry Receipts Heavy

Winnipeg.

POULTRY.—Chickens, ducks, geese and turkeys are arriving very freely and the demand is exceptionally good. There is no change in prices.

Smoked Hams For Christmas Trade—

Means Big Business

This is the season to feature Smoked Hams. There should be one in every home, for they are one of the most reasonable of Smoked Meats, and are usually identified with Christmas. Try a shipment now, so that you will be in a position to supply the Christmas demand.

Be sure you get---

DAVIES'
"SUNSET BRAND"
HAMS

A truly mild cured Ham, which has that fine rich flavor which soon makes itself a general favorite in the household. You will find real profit in the sale of this line. We are also makers of

"DIALSTONE BRAND" BACON

Write us for prices and particulars; or ask our salesman when he calls.

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO HAMILTON

Say!





If you're not selling
"EASIFIRST SHORTENING"

—you're missing a lot of easy profit. EASIFIRST sells itself, and brings many repeat orders. Place your order now.

Phone Junction 3400

Gunns LIMITED
WEST TORONTO

MARIGOLD



MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

SCHNEIDERS SAUSAGES KITCHENER ONT

TRADE MARK

HAMS

33c. PER LB. **33c.** PER LB.

(Special price for large quantities)

MILD SWEET CURE—
REALLY SMOKED

No. 1. Quality; Any weight
Returnable if not satisfactory

Drop us a card for Sausage and Smoked Meat quotations; satisfaction guaranteed on all Mail Orders.

J. M. Schneider & Sons,
LIMITED
KITCHENER, ONTARIO



SALT PLANT, WINDSOR, ONTARIO

THE BEST SALT

For years the Canadian Salt Company products have been leaders. Quality and purity characterize—

WINDSOR TABLE SALT
(For general household use)

REGAL TABLE SALT
(Free-running—Sold in cartons)

WINDSOR DAIRY SALT

WINDSOR CHEESE SALT

The best equipped plant in the Dominion, and scientific skill have combined in making our salts famous throughout Canada for household, farm and dairy purposes.

Made in Canada

The Canadian Salt Co., Ltd.
Windsor, Ontario

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS



Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

The J. H. Hanson Co., Ltd.
244 St. Paul St. West MONTREAL



Sea Food Profits

Brunswick Brand Sea Foods have been proven by a recent official Government test to be superior in Quality and Food "Calories" to any imported lines.

Think what a great selling point this is, Mr. Merchant.

First Quality Sea Foods like these will boost your profits by increasing your sales of sea foods and by attracting the better class of trade to your store.

Prepare now for the big cold weather demand for wholesome Sea Food Products. Stock up with "Brunswick," both you and your customers will be satisfied.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.







Winnipeg Representative: Chas. Duncan & Son, Winnipeg, Man.



100% PURE
Pride of Canada
Maple Syrup

Every Can and Bottle Guaranteed
This is the time of the year for big Sales

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED
OFFICES: 58 WELLINGTON ST. W., MONTREAL



The Social Season Means More Home-Baking

Brodie's Self-Raising Flour



For the many little afternoon-teas and social evenings this fall and winter your customers will require a dependable high quality flour that will assure them of successful results in their baking operations. You can highly recommend **Brodie's XXX Flour** for making dainty, light, appetizing tea biscuits, muffins, etc., and its high standard, uniform quality will make it a sure repeater.

Display Brodie's prominently and get after this social trade—It will mean extra profits for you.

Brodie & Harvie, Limited
MONTREAL

Ontario Representatives: Chadwick & Co., 34 Duke St., Toronto.
Quebec Representatives: J. B. Renaud & Cie, Incorp., Quebec.

Old English Xmas Pudding (Basins and Moulds)

MINCEMEAT
LEMON CURD

SAUSAGES (All kinds.)
PIES (Genuine Melton Mowbray.)

Price Lists and further Particulars:—

Tebbutt & Co.

"Established upwards of a Century."

London Offices:
45, Chancery Lane, London, W.C. 2.
Also—
A. C. Chapman, 93 Durocher St., Montreal

The Works, Melton Mowbray.



When Customers Enquire——— Say "Marsh's"

You can safely recommend *Marsh's* Grape Juice, Unfermented Port, Black Cherry Wine or Raspberry Vinegar at all times. Served with tea biscuits or cake at luncheons it is delicious.

Marsh's will help to boost your Christmas sales.

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.

Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Company, Limited
Toronto and Montreal

N.B.

Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK
Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$8 00
Reindeer Brand, small, each 48 cans	9 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario

Wheatgrold Breakfast Cereal

Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50
5-lb. tins, 1 doz. in case	7 15

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches
Laundry Starches

Boxes—	
40-lb. Canada Laundry	$0 09¾
100-lb. kegs, No. 1 white	0 10¼
200-lb. bbls., No. 1 white	0 10¼
40-lb. Edwardsburg Silver Gloss 1-lb. chromo pkgs.	0 11¾
40-lb. Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	4 70

Culinary Starch

4 lbs. W. T. Benson & Co.'s Challenge Corn	0 10

(Prices in Maritime Provinces 10c per case higher.)

20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 13

(20-lb. boxes ¼c higher, except potato flour.)

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 11½
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Argo Corn Starch, 1 lb. packages	0 10
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 13

(20-lb. boxes ¼c higher, except Potato Flour)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 15
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55
20-lb. tins, ¼ doz. in case	6 00
Barrels, about 700 lbs.	0 08
Half barrels, about 350 lbs.	0 08¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	$5 55
5-lb. tins, 1 doz. in case	6 25
10-lb. tins, ½ doz. in case	6 95

(5, 10 and 20-lb. tins have wire handles.)

GELATIN

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

MAGOR, SON & CO., LTD.

INFANTS' FOOD

	Doz.
Robinson's Patent Barley— 1-lb.	....
½-lb.	....
Robinson's Patent Groats— 1-lb.	....
½-lb.	....

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	.....
D.S.F., ½-lb.	.....
D.C.F., 1-lb.	.....
F.D., ¼-lb.	.....

	Per jar
Durham, 1-lb. jar, each	.....
Durham, 4-lb. jar, each	.....

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25

	Doz.
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1 24
Bobs, 12s	1 12
Currency, 12s	1 12
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 36
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 26
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 26
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 36
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 26
Master Workman, 4 lbs.	1 26
Derby, 9s, 4-lb. boxes	1 80
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 36

Every day the demand increases for



You could not have a finer, fairer article to trade.

Let us repeat the whys and wherefores:

FIRSTLY

The public demand increases all the time and is greater than the demand for any other tea.

NO DEAD STOCK

SECONDLY

Because it is easily handled, easily financed and easily obtained. It is never sold by peddlers and rarely cut in price.

THE PROFIT IS FAIR

THIRDLY

The sale is positively *guaranteed.* You can have your money back at any time for any reason. Ask any grocer if we stand back of this.

NO POSSIBLE LOSS.

Money-Saving Information

"The most useful information contained in any paper I get"—so a Western banker writes in to-day's mail, renewing his subscription for FINANCIAL POST.

"Very often," his letter goes on to say, "I am called on to suggest investments for small amounts, sometimes as low as a few hundreds, and I find your Investors' Inquiry Service a reliable partner to consult. If every investor knew there was such a service at his call it would surely lessen the losses of many of these people."

The Investors' Inquiry Service fills just that need. Unless you are perfectly sure of your investments, write us before you buy.

It costs FINANCIAL POST subscribers nothing to be sure before placing hard-earned savings in stocks that may never have a chance of paying dividends.

Trained service men will give you the benefit of keen analysis based on the facts behind the securities you are considering. This is one of many features enjoyed by our readers.

143 University Avenue **THE FINANCIAL POST** TORONTO Canada

BOOKSELLERS: FEATURE THIS PERIODICAL ON YOUR NEWS-STAND. Published Weekly

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

DOES ANY READER KNOW?

Please give me information on the following: McGuire, Paterson & Palmer, Ltd., address, head office, Montreal. Would you please state full address of this firm, street, etc. Also name of president and general manager, and any other particulars regarding them.

ADVERTISER.

Answer—We have been unable to obtain any information regarding this firm; perhaps some reader may know.

1921 CALENDAR.

Will you kindly tell us where we can get calendars made with firm name on, etc.

GREGORY BROS.,
General Merchants,
Capleston, Ontario.

Answer—You would be able to have these made by the following firms: Lithographed Products, Ltd., 151 King St. West, Toronto, Ontario; Rolph, Clark, Stone, Ltd., Carlaw Ave., Toronto, Ontario; The Standard Lithographic Co., 100 Sterling Rd., Toronto, Ontario.

AGENTS FOR SCOTTISH AND ENGLISH MANUFACTURERS OF TWINE.

Please give us addresses of Scotch or English firms making twine for fishing purposes, or address of their agents in Canada.

HUGH DALLYN,
St. Thomas, Ontario.

Answer—For agents in Canada for Scotch or English firms making twine for fishing purposes, we refer you to Mr. Cooper of A. D. Grimmond Co., Toronto, Ontario.

AGENTS FOR HUNTLEY & PALMER BISCUITS

Will you please advise us who are the agents in Toronto for Huntley & Palmer biscuits?

IROQUOIS FALLS MERCHANDISING CO.,
Iroquois Falls, Ontario.

Answer—Agents in Toronto for Huntley-Palmer biscuits are MacLaren Imperial Cheese Co.

MANUFACTURERS OF TOOTHPICKS

Will you kindly give us the names of two or more firms in Canada, who sell or manufacture tooth picks?

THE WADE DRUG CO., LTD.,
Perth Junction, N.B.

Answer—You could buy toothpicks in Canada from Walter Woods & Co., Hamilton, Ont., and Keenan Woodenware Co., Owen Sound, Ont.

CHEESE KNIVES.

Would you please tell us where we could buy cheese knives (not cheese cutters)?

F. E. POPE,
Richmond, Que.

Answer—If you mean the small cheese knives for table use, you could purchase these from the following cutlery firms: McGlashan Clarke Co., Niagara Falls, Ont.; Wm. Rogers Mfg. Co., Niagara Falls, Ont.; Standard Silver Co., Toronto, Ont.; Crescent Silver Co., Toronto, Ont. For knives for cheese cutter, probably the following firms could supply you: E. C. Atkins & Co., Hamilton, Ont.; Henry Disston & Son, Ltd., Toronto, Ont.; H. Waters & Sons, Mfg., Hull, Quebec; Whitman & Barnes Mfg. Co., St. Catharines, Ont.

BEESWAX

Kindly give me the name and address of one or two firms who sell beeswax.

H. J. PARNOLL,
Newbury, Ont.

Answer—You could purchase beeswax from the National Drug and Chemical Co., 240 Richmond St., Toronto, or Lyman Bros. Co., Ltd., 71 Front St. E., Toronto.

CHRISTMAS TOYS AND PICTURE POST CARDS.

Where can I buy Christmas toys and picture post cards.

W. S. DILLON,
Thornbury, Ont.

Answer—Nerlich & Co., 146 Front St., Toronto, Ont.; Pugh Specialty Co., Ltd., 78 Clifford St., Toronto, Ont.; Harold A. Wilson Co., Ltd., 299 Yonge St., Toronto, Ont.

PAPER BAGS.

I would like to get the address of several manufacturers of paper bags.

WM. G. COWAN,
2743 Mt. Stephen Ave.,
Victoria, B. C.

Answer—E. B. Eddy Co., Hull, Que.; Buntin-Gillies & Co., Ltd., Hamilton, Ont.; Dominion Paper Co., Montreal; Don Valley Paper Co., Toronto, Ont.; Lincoln Paper Mills Co., Merriton, Ont.; H. T. Reason & Co., London, Ont.; St. Lawrence Paper Bag Co., Quebec; The J. C. Wilson & Co., Ltd., Montreal, Que.; Canadian Bag Co., 100 Paton Rd., Toronto, Ont.; Specialty Paper Bag Co., Toronto, Ont.

HEADCHEESE AND SAUSAGE.

Will you kindly give recipe for making headcheese and sausage?

H. GOUGEN,
177 Bonacord St.,
Moncton, N.B.

Answer—Headcheese: Boiled calf's or pigs' feet cut either into moderate sized discs or into long, thin dice, tongues (whole or cut), and a variety of other items—salted hearts, cheek meat, bone trimmings, pigs' snouts or ears, etc. All cooked, skinned and cut into pieces about three-quarters of an inch square, flavored with spices, onions and herbs. Stuffed into a hog's stomach and pressed under boards after cooking. A cut headcheese if well made is a good ornament for show windows.

Sausage—One recipe consists of minced prime fresh meat, either beef or pork, or both, cured, spiced, stuffed into casings, and, usually smoked. All sausages other than those for immediate disposal, should be kept, preferably hung, in a cool, dry place. To be enjoyed at their best, they should be sold and consumed as soon as possible after their full preparation is completed. In general manufacture, the coarsely chopped meat is first mixed with sugar, salt, and a little saltpetre, and allowed to rest or "cure" for a few days. Then a second finer mincing, next the addition of spices or herbs, or both, and finally filling into beef, sheep or hog casings and smoking—the last named being identical in process with that for ham. Cheaper grades may contain a considerable percentage of potato flour, rice, bread or cracker meal, coloring matter being frequently employed to obtain the red hue desired. The casings are generally thoroughly cleaned intestines of steers, sheep and hogs.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....1920..

Please give me information on the following:—Name.....

Address .....

.....

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OXO CUBES

Do you tell your customers of the convenience of OXO Cubes?

Are you backing up our advertising with a good word over the counter? We are helping you to steadily increase your sales of OXO CUBES, by means of our advertisements in the daily papers and magazines. Will you show your good will by displaying OXO CUBES in your windows and by suggesting them to your customers?

This is the kind of weather when people enjoy a cup of hot OXO, and a generous bowl of OXO soup or bouillon at lunch, dinner or supper. Tell your customers about the convenience and economy of these handy food products.

OXO LIMITED - - Montreal, Toronto, Winnipeg



Master Mason

The Plug Smoking Tobacco which MAKES AND HOLDS CUSTOMERS

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason** — the peer of "Joy Smokes."

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

King Oscar

BRAND SARDINES



The finest flavored, highest-grade sardines on the market. **King Oscar** brand are packed from carefully selected Norwegian-caught sardines, in pure oil, and their tempting flavor and exceptional quality will win steady repeats from your better class of trade.

Recommend them for making dainty, wholesome sandwiches, etc., for afternoon teas, socials, etc. You'll find the profits worth a little extra selling effort.

Canadian Agents:

John W. Bickle & Greening

Hamilton, Ontario



Quality Seeds Perfectly Blended

There's health and song for the cage bird in every packet of Spratt's Mixed Bird Seeds. Their many points of excellence mean a steadily increasing trade for the store that stocks them.

SPRATT'S

MIXED

BIRD SEEDS

Sold only in 17-oz. Packets

Supplies may be obtained promptly from

F. W. KENDRICK & CO., 313 Carter Cotton Buildings, Vancouver

and

HUGHES & CO., 109 Place d'Youville, Montreal

Spratt's Patent Limited, 24-5 Fenchurch St.

LONDON, E.C. 3, ENGLAND

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, ½s, unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box	0 95
Victory Bars, 24 in box, 60 boxes in case, per box	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95

We pack an assorted case of 60 boxes of bars.

Maple Buds—	
6c display boxes	
6c pyramid packages, 4 doz. in box	
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.
The Waxtite Line

Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, Ltd.
14 Bleury St., Montreal.

XXX Self-Rising Flour, 6 lbs. packages, doz.	$5 90
Do., 3 lbs.	3 00
Superb Self-Rising Flour, 6 lbs.	5 70
Do., 3 lbs.	2 90
Crescent Self-Rising Flour, 6 lbs.	5 80
Do., 3 lbs.	2 95
Buckwheat, 1½ lbs.	1 60
Brodie's Self-Rising Pancake Flour, 1½ lb. pkgs., doz.	1 60

Kindly Mention Where You Saw the Advertisment

Prunes

We have another lot of California Prunes arriving in a few days and are offering from this shipment, best quality fruit at the following:

California Prunes	30 - 40	25s	23
California Prunes	40 - 50	25s	21
California Prunes	50 - 60	25s	18
California Prunes	60 - 70	25s	15½
California Prunes	70 - 80	25s	14
California Prunes	80 - 90	25s	12½
California Prunes	90-100	25s	11

Brazil Nuts

Large Washed	bags about 170 lbs.	37
Med.-Large "	bags about 170 lbs.	35

Blue Rose Rice

Fancy quality	bags 100 lbs.	10½

Send Us an Order

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Ask the Man Who Hasn't One

Canadian Grocer is a member of the Audit Bureau of Circulations.

Do you understand what that means to you as an Advertiser?

It means you get a "square deal" when you buy our circulation. It means that the net paid distribution of Canadian Grocer has been verified by the only recognized authority on circulation.

It means all that and more. It means that our circulation is "above board." We have nothing to conceal.

Facts are given in detail in the A.B.C. statements. A copy will be gladly furnished on request to anyone interested. Every publisher with nothing to hide can do the same.

So, ask the man who hasn't one—why?

Canadian Grocer

Vancouver Winnipeg Toronto Montreal

Xmas Fruits

Everything the best for the Holiday Trade.

No Disappointments
Prompt Shipments

WHITE & CO., LTD.
TORONTO

For Your Christmas Trade

Our Warehouse is now filled to the doors with ***Fresh New Arrivals*** ready for our ***Xmas Trade.***

New California Navels
Bright, Clean and Juicy

New Malaga and Red Emperor Grapes
Crisp and Tempting

Washington Box Apples
Red and Luscious. All Sizes and Varieties

Also—

New Dates, Nuts, Figs, Raisins, Honey, etc., and a Fresh New Line of the popular 5lb. Boxes Bulk Chocolates, Chocolate Bars, Krackley Nut, Gum, etc., to complete your order.

Ask for our ***Weekly Bulletin.*** Mailed free on request.

Quality and Prompt Service.

The House of Quality.

Hugh Walker & Son, Ltd.
Established 1861
Guelph Ontario

Sells Quick! Why?



Put Gold Dust packages where your customers can see them.

We have *sold* women on Gold Dust. All you need to do now is to give it a prominent place on your shelves and complete the sale.

It pays to sell this "Made in Canada" product with its quick turnover and good margin of profit.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL.

Take advantage of the New Change in Prices of

WHEAT GOLD
Breakfast Cereal
(Formerly WHEATINE)

Look over your Cereals to-day and replenish your stock of **Wheat Gold** (the attractively Packaged, popular high-grade Porridge Cereal) at these reduced prices.

New Prices

Wheatgold Breakfast Cereal

Packages, 28-oz., 2 doz. to case, per case....$4.80
98-lb. jute bags, per bag 6.00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag 6.50

W. B. Browne & Co.
Toronto, Ontario

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 3c word first insertion, 2c word for each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

INDEX TO ADVERTISERS

A

Acadia Sugar Refinery 3
Arnett, Thos. Lewis 13

B

Bain & Co., Donald H. 12
Belgo-Canadian Trading Co... 16
Berg & Beard 64
Bickle & Greening, John W... 58
Borden Co. 1
Brennan, H. C. 15
Brodie & Harvie, Ltd. 53
Browne & Co., W. B. 62

C

California Associated Raisin Co. 10
Canada Produce Co. 16
Canada Starch 18
Canadian Salt Co., Ltd..... 51
Chadwick & Co. 15
Channell Chemical Co.....
Inside front cover
Clark Ltd., W. 2
Clayoquot Sound Canning Co... 11
Climax Baler Co. 16
Connors Bros. 52
Crampton & Co., Ltd., John.. 4
Cressy, John R. 63

D

Davies & Co., Wm. 49
Dayton Scale Co.....Back cover
Diamond Dyes 8
Dominion Canners Ltd. 22
Dominion Confectionery Co... 16
Duncan & Son, C. 12
Dunn, Albert 16

E

Eckardt & Co., H. P. 59
Eddy & Co., Ltd., E. B. 5
Edgett Ltd., W. H. 11
Enquiry Dept. 56
Escott Co., Ltd., W. H. 14
Estabrooks Co., Ltd., T. H. ... 21
Eureka Refrigerator Co., Ltd. . 10

F

Fairbanks Co., N. K. 61

G

Gaetz & Co. 16
Goldsmith Co., Ralph 4
Griffiths & Co., Ltd., Geo. W... 12
Gunns Ltd. 50

H

Hanson & Co., J. H. 51
Hargraves Ltd. 14
Hay, A. H. M. 16
Hill, Newton A. 15

I

Imperial Grain & Milling Co... 10

J

Johnson-Lieber Mercantile Co. 11

K

Kidd, T. Ashmore 15
Klaws Swiss Milk Chocolate... 15

L

Lambe, W. G. A. 15
Lachaine, Geo. D. 16
Langley, Harris & Co., Ltd..... 15
Laporte-Martin Limitée .....
Inside back cover
Leonard Fisheries 21
Lemon Bros. 11

M

McLaughlan, J. K. 15
McLay Brokerage Co. 12
Macdonald Reg., W. C. 6
Mackenzie, W. L. 12
Maclure & Langley 15
Magor, Son & Co., Ltd..... 22
Major Ltd., S. J. 20
Mann & Co., C. A. 63
Maple Tree Producers 53
Marsh Grape Juice Co. 54
Mason & Co., Ltd., Geo..... 4
("O.K." Sauce)
Mathieu & Co., J. L. 8
Mickle, Geo. T. 11
Moore & Co., R. M. 63
Morris & Co. 50
Mowat & McGeachie 12
Mueller Co., Ltd., The Chas... 63

O

Oakey & Sons, Ltd., John.... 4
O'Donnell & Co., John J..... 15
Ontario Wine Co. 17
Oxo Ltd. 57

P

Palmolive Co., Ltd. 5
Pattison, Andrew 15
Patrick & Co., W. G. 15
Pennock & Co., H. P. 13
Pritty Ltd., John 11
Pure Cane Molasses Co. 9

R

Red Rose Tea 21
Richardson & Green 12
Rock City Tobacco Co. 57

S

Salada Tea Co. of Canada, Ltd. 55
Sarnia Paper Box Co. 63
Schneider & Sons, J. M. 51
Scobell Drug Co., Ltd., The.... 4
Scott-Bathgate Co., Ltd. 14
Sherer Gillett Co...Inside back cover
Smalls Ltd. 7
Smith, K. 16
Smith Brokerage Co., The 16
So-Clean, Ltd. 63
Spratt's Patent, Ltd. 58
St. Arnaud Fils Cie 16

T

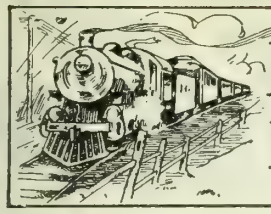
Tebbutt & Co. 53
Toronto Pottery Co., Ltd. 63
Toronto Salt Works 63
Trent Mfg. Co. 63

V

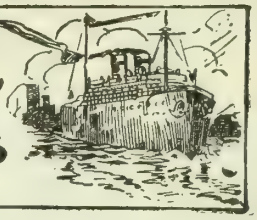
Vincentelli & Co. 63

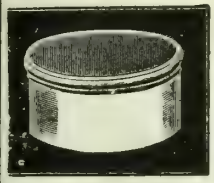
W

Walker & Son, Hugh 61
Wallace Fisheries, Ltd. 10
Watson & Truesdale 13
White & Co. 61
White Cottell's 63
Wiley, Frank H. 12
Whittall Can, A. R.....Front cover
Williams Storage Co. 13
Woods & Co., Walter 54
Wright, R. H. 12



BUYERS' MARKET GUIDE
Latest Editorial Market News





STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.

"SOCLEAN"
the dustless sweeping compound.
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

A. F. VINCENTELLI & CO.
ANTWERP (BELGIUM)
The oldest Corsican Candied Peel and Fruit Manufacturers
CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

Information

We can keep you posted with all daily news and business Tips.

Canadian Press Clipping Service
143-153 University Avenue, Toronto

SHELLED ALMONDS LOWER
PECANS FIRMER

Shelled almonds are in an easy market with quotations for January delivery lower than present prices on spot stocks.

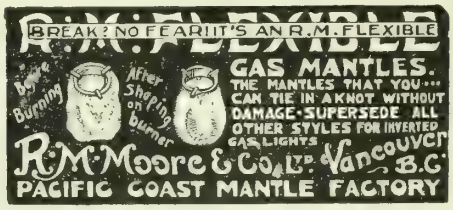
The crop of pecan nuts this year was only about twenty-five per cent. of normal, in consequence pecans are very firm with a tendency to reach higher prices.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

GROCERS

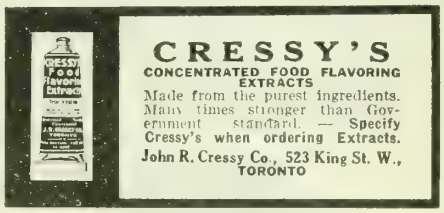
Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577



The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk pickles, Mincemeat, etc.



---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

FIRST-CLASS GROCER DESIRES POSITION in good store. A1 vocalist and bandsman. Best References. Box 404, Canadian Grocer, 153 University Ave., Toronto.

SITUATION WANTED—AS CLERK OR SALESman, in the Province of Ontario, by smart young man having eight years' experience in general store business. Can give best of references. Full information at Box 402, Canadian Grocer, 153 University Ave., Toronto, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

FOR SALE

FOR SALE—$2,500. GOOD GROCERY. PRINcipal business section. Also country branch. Owner retiring account age. Suite 408, Bower Building, Vancouver, B.C.

WANTED

WANTED—PARTNER FOR GROCERY STORE. Good live man with $1,800 to invest. Can show books with all records. Replies confidential. Box 416, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED TO BUY—GOOD GROCERY BUSIness doing not less than $50,000 a year. Montreal, Quebec and Three Rivers preferred. Box 414, Canadian Grocer, 153 University Ave., Toronto.

WANTED — SPECIALTY SALESMAN FOR high-class food product known throughout Canada. Reply Box 412. Canadian Grocer, 153 University Ave., Toronto, Ont.



RID-OF-RATS

Patented, is Non-Poisonous and can be used anywhere without risk of killing house pets or injuring human beings. Eight years on the market. If your dealer doesn't carry it, send direct to the manufacturer

THE BERG & BEARD MFG. CO., 100 Emerson Place, Brooklyn, N.Y

Price $1.80 per doz. boxes; $1.00 per lb. (Discount quoted upon request)

We also manufacture a very effective Gopher Exterminator

DEPARTMENT OF THE NAVAL SERVICE

Notice of Sale, Provisions.

SEALED tenders addressed to the undersigned and marked "Tender for Provisions" will be received up to 12 o'clock noon of Wednesday, the 22nd day of December, 1920, for the purchase of the whole or any portion of the following:—

Beef Preserved	225,000 lbs.
Mutton Preserved	64,000 "
Rabbit Tinned	29,000 "
Salmon Tinned	12,000 "
Salt Pork	33,000 "

These Provisions may be examined and samples obtained on application to the Naval Store Officers at Halifax and Esquimalt Dockyards.

Samples, except Pork, will be available at the Department, Ottawa, for inspection and test. Tender forms, with full particulars and terms, may be obtained on application addressed either to the Department or to the Dockyards.

The right is reserved to reject any or all tenders.

G. J. DESBARATS,
Deputy Minister of the Naval Service.

Ottawa, Ont., November 27, 1920.

Unauthorized publication of this advertisement will not be paid for.

OPPORTUNITIES ARE OFFERED EVERY WEEK ON THIS PAGE

Watch Them

Business Data

Would it interest you to get all information published from time to time on industrial conditions in certain districts?

Do you ever wish to refer to the advertising of a competitor, the past quotations of certain stocks, the expansion of factories, the fire losses or any data that may assist you in managing your business?

Our service is a decided success in this field and three months' trial will prove to you that having this valuable data at your finger ends is assuredly worth while.

We will be glad to give you rates and suggest a service that you will use daily.

Canadian Press Clipping Service

143-153 University Avenue, Toronto

Now For The Christmas Rush

"You know what that means." In order that you may receive your share of the Christmas Business, make sure you have the goods.

Should you happen to need goods in a hurry, *wire us at our expense.*

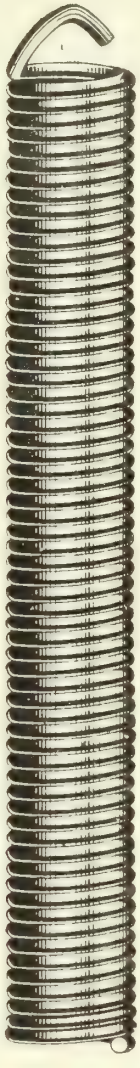
We will ship same day as order received. Try us for Rush Christmas Orders.

Satisfaction Guaranteed.
Lowest Prices.
Wire Your Enquiry.

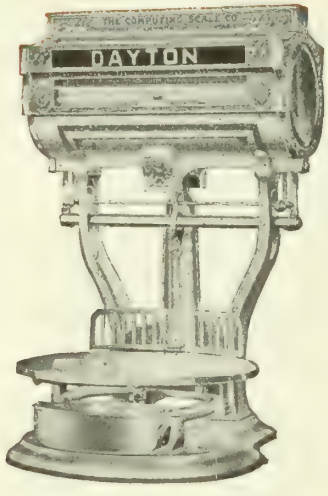
Laporte Martin Cie Limitee

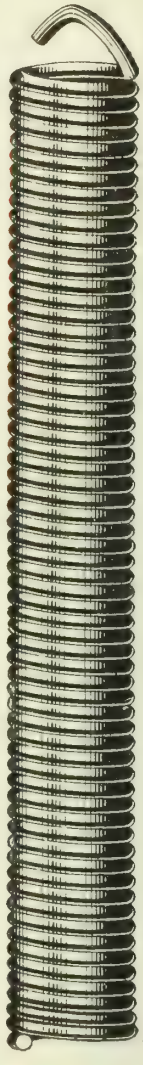
Wholesale Grocers and Wine Merchants
MONTREAL

The "Spring" Scale is the "Honest Weight" Scale



Its superiority recognized by merchants—Patent Office Records back their judgment





Competitors first belittled it—then became imitators; Public Confidence clings to a tested and reliable product:

INTERNATIONAL DAYTON SCALES

The superiority of the Spring control principle in scale-building was demonstrated years ago by the unvarying accuracy and the lasting qualities of the International Dayton. Efforts of envious competitors to discredit it by clumsy devices, failed utterly. Public confidence in the "HONEST WEIGHT" DAYTON increased steadily. Then came a reversal of tactics. Competitors, years behind, sought to imitate.

Canadian patent office records will tell you the story—or shall we send you a photographic reproduction of the record showing how a Scale Company, which, for years, had assailed the Spring principle, at length was forced to adopt it?

Like others, "They come to The Spring"—compelled at last to acknowledge publicly its superiority.

SPEEDOMETERS, MICROMETERS, AND MANY OF THE MOST DELICATE AND SENSITIVE SCIENTIFIC INSTRUMENTS ARE OPERATED BY SPRINGS.

International Business Machines Co. Limited

F. E. MUTTON, *Vice-President and General Manager*

Head Office and Factory: 300-350 Campbell Avenue, Toronto

HALIFAX 44 Granville Street	ST. JOHN 18 Germain Street	QUEBEC 505 Merger Bldg.	MONTREAL 1 and 3 Notre Dame St. W.	OTTAWA 190 Queen Street	TORONTO 409½ Yonge Street	HAMILTON 228 King St. East
LONDON 489 Richmond St.	WALKERVILLE 44 Lincoln Road	CALGARY 127 6th Ave. West	WINNIPEG 227 McDermott Ave	SASKATOON 254 3rd Ave. South	EDMONTON 10118 102nd Avenue	VANCOUVER 110 Water Street

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, DECEMBER 17, 1920 No. 51



Make the most of the big Holiday demand for Oysters by featuring

"SEALSHIPT OYSTERS" IN GLASS JARS

Do not make the all too common error of underestimating the intelligence of the consuming public.

It is a basic fact that with articles of food that are not considered necessary quality and condition are the factors that determine the volume.

"Sealshipt" Oysters in glass jars and in bulk have no competitor in point of quality.

CONNECTICUT OYSTER CO., LIMITED

"Canada's Exclusive Oyster House"

50 JARVIS STREET -:- TORONTO

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

CATCH HER EYE—

and you'll get her money.

It's an old maxim among retail business men that an article well displayed is half sold.

To catch and hold the eye of people passing, is undoubtedly a big step toward a sale. To see the goods attractively displayed on the counter or around the store while in the buying mood, encourages many sales without effort on the dealer's part.

And how easy it is to make an attractive window or store display, with the handsome window cards, hangers and display accessories that are offered free to the dealer who sells O-Cedar Polish and the O-Cedar Polish Mop.

It takes but little time to dress your windows attractively with these displays. It invariably proves to be time well spent.

What can we send you in the way of Display Helps?



CHANNELL CHEMICAL CO., LIMITED
TORONTO

CANADIAN GROCER published every Friday. Yearly subscription price, $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter June 5, 1902, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.

Borden's Products—
Eagle Brand Milk
St. Charles Milk



Borden's ST. CHARLES Brand Milk

"With the Cream Left in"

Reindeer Coffee
Reindeer Cocoa
Malted Milk

The Rich, Creamy Milk that Improves all Baking and cuts the cost of Cooking

Borden's intensive advertising has been, and is now, telling the people of Canada (hundreds of them are customers right in your locality) that **Borden's St. Charles Milk** gives an improved, rich, creamy flavor to all baking in which it is used and that because it is so wholesome and **rich in butter fats,** less butter is required and a smaller quantity of **St. Charles** is needed than ordinary milk since **St. Charles** is rich, pure milk, with the cream left in.

During the cold weather and the holiday season your customers will be doing more home baking and candy-making. Co-operate with **Borden** advertising and speed up your sales by getting up a good **Borden** window display. Everybody knows **St. Charles Milk**—let them know you stock it—the results will reward you.

Write for free recipe booklets and display cards.

The Borden Co., Limited

Montreal



UPTON'S

Wish You a Merry Xmas

"Jams and Marmalades that a grocer can safely recommend to his best customers."

The T. UPTON CO., *Ltd.*

HAMILTON, CANADA

ROSE AND LAFLAMME, LTD.
MONTREAL, QUE.

SCOTT-BATHGATE CO. LTD.
WINNIPEG, MAN.

Selling Agents:

S. H. MOORE & CO.,
TORONTO, ONT.

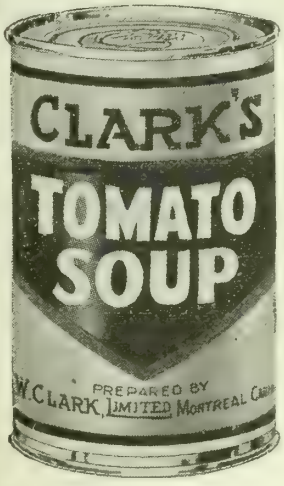
GAETZ & CO., HALIFAX, N.S.

SCHOFIELD & BEER,
ST. JOHN, N.B.

CLARK'S
PREPARED FOODS

Corned Beef, Roast Beef, Beef Steak and Onions, Canadian Boiled Dinner, English Brawn, Boneless Pigs' Feet, Irish Stew, Cambridge Sausage, Ox Tongues, Lunch Tongues, Soups, Sliced Smoked Beef, Tongue, Ham and Veal, Potted Meats, Peanut Butter, Tomato Ketchup, Spaghetti with Tomato Sauce and Cheese.

CLARK'S PORK & BEANS and OTHER GOOD THINGS



Every one a
FAVORITE
and every one a
SELLER



MADE IN CANADA BY CANADIANS

W. CLARK, LIMITED, MONTREAL

"NORSE CROWN"

NORWEGIAN BRISLING SARDINES



1. *Only the very choicest fish are packed, each fish is in perfect condition.*
2. *The oil is the finest olive oil obtainable.*
3. *Tins are of guaranteed quality and non-soldered.*
4. *The canning and preparation are as near perfection as care and cleanliness can make them.*

We are working on the principle:--

"QUALITY WILL TELL."

Stewart Menzies & Company

32 Front St. W. - Toronto



Part of Your Stock in Trade

Clean, bright merchandise, immaculate display counters and dustless floors are a real asset to your business. The regular use of Imperial Floor Dressing is the simplest and easiest way to attain such desirable results.

Imperial Floor Dressing does prevent dust from rising. It holds it to the floor where it can be conveniently swept up and entirely removed. As a cleaner and preservative for wood, linoleum or oil cloth, Imperial Floor Dressing is unequalled.

One gallon of Imperial Floor Dressing will treat a surface of from 500 to 700 square feet. It does not gum or evaporate and one application will give satisfactory service for weeks. It keeps your store looking right at all times. Makes it an attractive shopping centre for the most particular customer.

Use Imperial Floor Dressing on your floors and display it prominently on your shelves. You can easily turn a good stock into profit. Ask the Imperial Oil salesman for a demonstration and be convinced.

IMPERIAL
FLOOR DRESSING

Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES



Dividends 240%

EVERY time you turn over your stock of Macdonald's Tobacco, it pays you an average of 20% on your investment.

Suppose you turn it over only once a month, you are getting a yearly return of 240% on your capital.

But the great, ever-growing demand for Macdonald's can speed up your turnover to more than a monthly affair—and increase your profits accordingly.

240% GROSS PROFIT per year is a conservative estimate for Macdonald's Tobacco.

Think this over.

The Tobacco with a heart



Mazola

A Success from the Start

Judging by the demand, which was felt from the very beginning of our Sales Campaign, this is the most successful food advertising that has been published in recent years.

It is of course only the beginning of our publicity efforts to reduce baking costs.

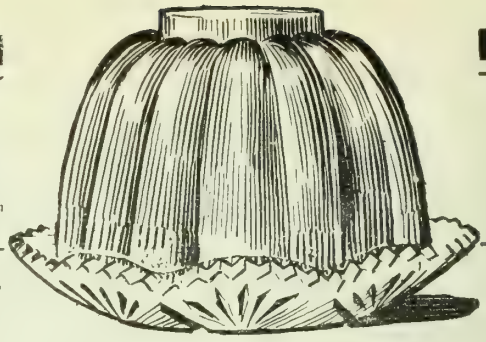
Because it makes baking and cooking more economical, without lowering the housewife's high standard of quality, Mazola has been received with genuine enthusiasm. It successfully met every test in Canadian homes. The dealer who first sees the existing market and supplies it promptly, invariably profits most. Be the first in your field to adequately supply the rapidly growing demand for Mazola. If you can't get it through your jobber, write us.

THE CANADA STARCH CO., LIMITED
MONTREAL

Makers of Lily White Syrup, Crown Brand Syrup, Benson's Corn Starch, and Mazola

Opportunity

"A wise man will make more opportunities than he finds." *Bacon*



SUGGESTION increases sales. By pointing out to your customers that the most delightful, tempting desserts can be made at small cost from Shirriff's Jelly Powders —you can soon increase your profits by substantial amounts.

Shirriff's Jellies can be served in perfect taste—at luncheons, afternoon teas, suppers—whenever the occasion calls for a dainty, delicious, appetizing treat. They are the ideal dessert. Beneficial and especially appealing to invalids, those on special diets or ill. In all popular flavors. By National Advertising we create the demand for Shirriff's Jelly. Stock Shirriff's and you will have no trouble turning it over.



IMPERIAL EXTRACT COMPANY
Toronto, Canada

HAROLD F. RITCHIE & CO., LIMITED, TORONTO and MONTREAL

Shirriff's JELLY POWDER

.... get behind these business getters



Malcolm's Milk Products

Only rich, pure country milk from carefully inspected cattle, processed under the most hygienic conditions, is sealed under the *Malcolm* guarantee of purity and high standard quality. You can back these "All Canadian" rapid sellers with your highest recommendation and know that they always win satisfaction and profitable repeat orders.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONT.

Have You Started Your Sales of

BARBADOS SUPER-FANCY



MOLASSES

It's guaranteed absolutely pure and the highest grade of Barbados Molasses made.

We can make immediate shipment from St. John, Quebec and Montreal.

Our price is lowest. Specify Windmill on your next order to your wholesaler or write, or wire us for quotation, when you are ready and we will bill you through him.

Our advertising service goes with every order. It will increase your molasses sales and business in general. Inquire about it.

We guarantee Windmill to be absolutely pure and highest grade Barbados Molasses. Don't be misled—Windmill Trade Mark is stencilled on every puncheon.

PURE CANE MOLASSES CO. OF CANADA, LTD.

MONTREAL, QUE. ST. JOHN, N.B.



Over a hundred easy-selling, quick-repeating varieties

Eureka Refrigeration Equipment



This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.
Head Office and Factories:
OWEN SOUND, ONTARIO

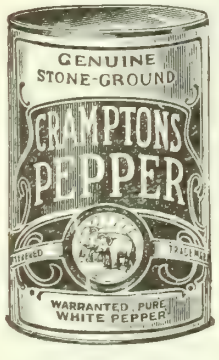
Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

This old-fashioned Stone-Ground Pepper packed in dainty tins is popular alike with retailer and consumer.



The latter appreciates the fine aroma and rich flavour of stone-ground Pepper and likes the handy package. To the retailer it means the saving of time and wastage in weighing out ounces of loose pepper.

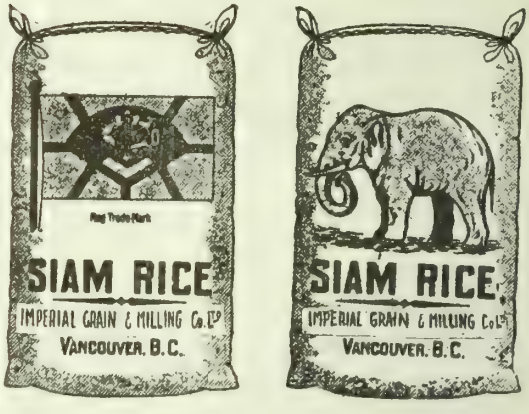
Packed in small dainty tins with dredger tops holding about 1 oz.—a most popular size; also larger tins with plain tops holding 2 oz. and 4 oz.

Address your enquiry to your usual wholesaler or direct to

JOHN CRAMPTON & CO., Ltd.
Spice Millers and Packers
MANCHESTER ENGLAND
Estd. 1849

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

JOHN PRITTY, Ltd. Merchandise Broker and Manufacturers' Agent
Head Office: REGINA, Sask.
Specializing in Carlots of—
Potatoes, Poultry, Eggs, Butter (Dairy and Creamery), Rice, Beans, Canned Fruits, Dried Fruits, Nuts, Raisins, Dates, etc.
An energetic Western organization with lots of experience and efficient sales organization.

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

Western Transfer & Storage, Ltd.
OFFICIAL CARTERS FOR
C.N.R., C.P.R., E.D. & B.C., Can. Central G.T.P. and A. & G.W.
DISTRIBUTION—STORAGE—CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

When writing to Advertisers kindly mention this paper.

JOHNSON LIEBER MERCANTILE COMPANY of Canada, Ltd.
Brokers and Manufacturers' Agents
Established thirty years, maintaining offices in principal cities of Pacific northwest.
Our organization offers manufacturers every facility necessary to successful marketing of their product.
Calling upon Grocers, Confectioners, Hardware, Stationers and Ship Chandlery.
850 Hastings St. West, VANCOUVER, B.C.



EVERY MORSEL EDIBLE AND DELICIOUS

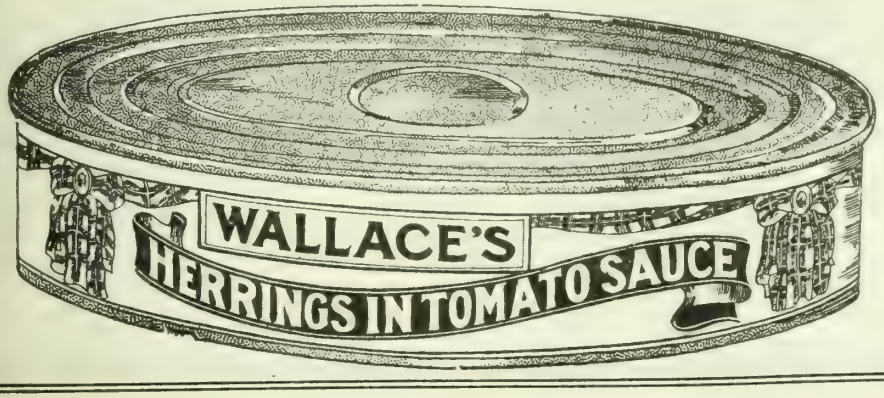
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ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

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Wallace Herrings are Supreme in Quality



and enjoy a steady, well-earned demand

WALLACE FISHERIES
LIMITED
Vancouver

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Groceries and Chemicals
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THE McLAY BROKERAGE CO
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

GIBSON-PATERSON-BROWN
LIMITED
Grocery Brokers and Manufacturers' Agents
WINNIPEG : CALGARY : VANCOUVER

Manufacturers and Shippers!

We offer the facilities of an efficient and energetic "chain" organization, long established, with financial stability and the necessary experience and knowledge, to place your goods successfully on the Western Market.

Let us show you.

Donald H. Bain Company

Wholesale Grocery Commission Agents

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

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WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED



The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

We now Book orders for Xmas Clear Toys. Packed in wooden boxes 10 lbs. each.

S. & M.

The Cream of all Chocolates.

Write us for Prices and Discounts.

Sole Canadian Distributors:

Dominion Confectioners Limited

229 Notre Dame West, Montreal

Our Agents:

Samuels, Carney & Dickie Ltd. Halifax, N.S.
Chadwick & Co. Toronto, Ont.
L. Edward Whittaker St. John, N.B.
H. H. Beer Summerside, P.E.I.

California Raisins of all kinds.

Gosse-Millerd (Vancouver Pack) Canned Salmon in Sockeye, Cohoe, and other brands.

Also all pickled and frozen Trout and Herring.

LEMON BROS.

OWEN SOUND - ONTARIO

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA



DETAIL WORK

Christie's Biscuits and Robertson's Confectionery

are having big sales in Western Canada. Why not have your goods marketed by their agents?

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

Geo. W. Griffiths & Co., Ltd.

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Winnipeg, Manitoba

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Grocery Specialties, Druggists' Sundries Pipes, Cigarettes, Tobaccos and Smokers' Sundries

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Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchant

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

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Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**



Thompson's Sealed Salted Peanuts

Packed in drum-shaped packages to retail at 5 cents. Forty packages to a carton. 22 cartons to a case.

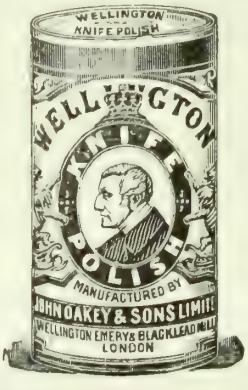
Order from your Jobber to-day

"Nifty Brand" whole blanched Jumbos, in 5 lb. Tins, with envelopes. Packed in Canada by

A. E. THOMPSON

Box 2015 WINNIPEG

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OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

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ONTARIO

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Manufacturers' Agents
and Importers
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Halifax, N.S.; Winnipeg, Man.

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
"We cover Ontario with Grocers' Specialties and Confections."

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS and DRUG SPECIALTIES
SERVICE LOGGIE, SONS & CO. SATISFACTION
32 Front St. West
TORONTO CANADA

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Manufacturers' Agent and Grocery Broker
(Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO

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Grocery Broker and
Manufacturers' Agent
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Manufacturers' Agent and Grocery Broker.
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S. F. Lawrason & Co., "Snowflake" Brand Goods.
Galanopoulos & Macris, Patras, Greece.
Kearney Bros., Ltd.
Open to represent other Manufacturers of high class lines.
Booth Bldg. Ottawa, Canada.

John J. O'Donnell Co.
Commission Brokers
Manufacturers' Agents
Representing J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited., Vancouver; Harry Hall & Co., Vancouver, and others. Correspondence solicited.
Heintzman Bldg., Windsor, Ont.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS



The **CROWN** *Trade-Mark*

on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

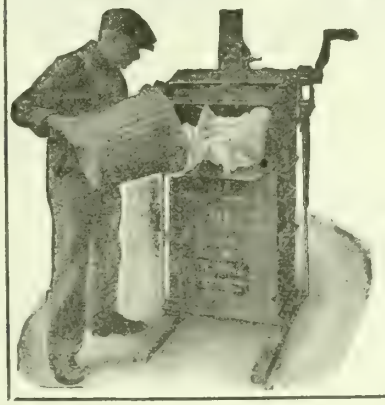
CROWN BRAND

For your own protection insist upon having this line of known qualit y.

BRAND

G. T. MICKLE - Ridgetown, Ont.

CLIMAX PAPER BALER



earns money for you every day—Turns waste into profit. 12 sizes.

Send for Catalog

Climax Baler Co.
Hamilton, Ont.

When Writing to Advertisers Kindly Mention this Paper.

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QUEBEC

PEAS WANTED

Good boiling peas, either carloads or less. Send samples advising quantity you have and price wanted.

Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

TELEPHONE MAIN 7143

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GROCERY BROKERS

Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products

ST. NICHOLAS BUILDING, MONTREAL

K. Smith
Broker and Commission Merchant
1696A Hutchison St.
MONTREAL

Agencies Wanted

Manufacturers desiring representation in the Maritime Provinces in all lines of Food Products are invited to write us. With headquarters at Amherst, which is the Hub of the Maritime Provinces, distribution can be handled to best advantage.

References furnished.

Traders of Canada, Limited
Maritime Block, Amherst, N.S.

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots

A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311
Residence 6383
80 ST. PETER ST.
QUEBEC

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

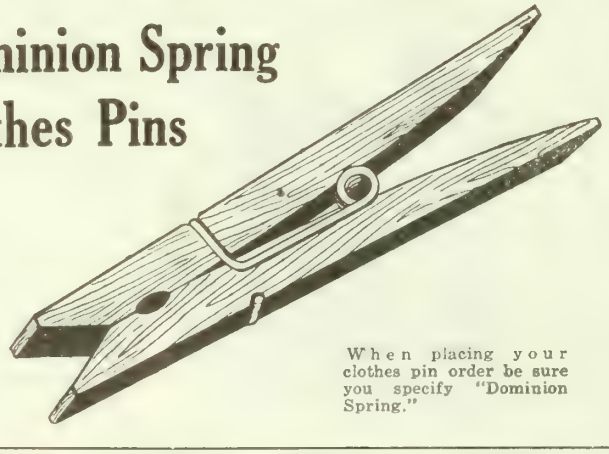
The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

LET CANADIAN GROCER
Sell It For You

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's Greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

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Make Christmas More Merry and New Year More Profitable

for the clerks who work with you year by year.

Give your clerks a chance to improve their work and their co-operation with you in your business by sending them for Christmas—

Canadian Grocer

Fifty-two big issues to remind them of your interest in their progress.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for you. Canadian Grocer will take them through the stores of dozens of successful merchants every week. Can you think of a more broadening influence and a more educative gift for them —for $4.00?

---------- Cut out this Coupon and mail to-day ----------

CANADIAN GROCER

143-153 University Ave. - - - - - - Toronto, Ont.

I have pinned $4.00 to this coupon. Please send CANADIAN GROCER for one year to

Name .....

Address .....

.....

and send a card, bearing my name and h earty greetings, to reach the recipient during the holiday season.

Name of Remitter .....

"We Are Fishing for Your Business"

The Very Best of Good Fish

LEONARD BRAND

This is the season when every grocer can carry a supply of fish profitably.

FISH—Fresh, Frozen, Smoked, Dried and Pickled, Haddies, Fillets, Kippers and Bloaters.

OYSTERS—In Bulk, Shell and Bottled.

Order from your dealer or direct from

Branches:
Canso, N.S.
Halifax, N.S.
St. John, N.B.
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LEONARD FISHERIES, LIMITED

PRODUCERS, PACKERS, CURERS AND DISTRIBUTORS

Head Office—MONTREAL

Branches:
Montreal, P.Q.
Ingonish, N.S.
Grand River, P.Q.
North Sydney, N.S.

Klaus Swiss Milk Chocolate

"Is again on the market"

After an absence of 5 years this Genuine

Swiss Milk Chocolate

Can be purchased by sending your orders direct to

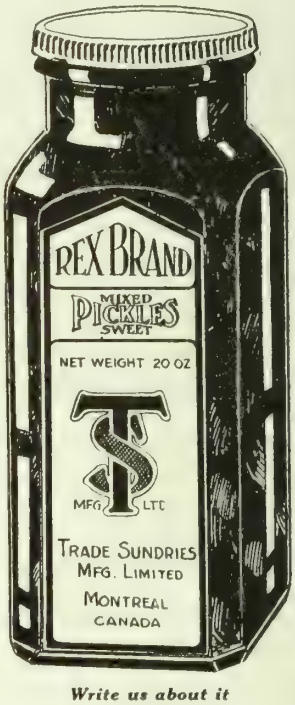
ANDREW PATTISON

248 St. James St. Montreal

We require representatives for the following Districts:
Quebec, New Brunswick, Nova Scotia, Ontario, Newfoundland, P.E. Island

"HERE" it is!

20-oz. Sweet Mixed Pickles at a Popular Price



The Best Value on the Market To-day

Write us about it

Trade Sundries Ltd.

Chard St., Montreal

"Member Audit Bureau Circulations"
"Member Associated Business Papers"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXIV. TORONTO, DEC. 17, 1920 No. 51

EDITORIAL CONTENTS

Christmas Displays Mean Sales 23
Government Postpones Dealing With Application of Refiners..... 24
Cultivating Children Good Business 25
Solving the Chain Store Problem 26
Co-operative Statement Is Analyzed 27
Editorial Page 28
An Examination of Retailers' Position 29
Canadian Grocer's Christmas Window Contest—London Grocers Declare War on Bakers 30
Current News of the Week 31
Montreal Brokers' Annual Meeting 32
Western News 33
General Markets 34-40
Markets By Wire 41
Produce Section—Now Sell From 12 to 15 Sides of Bacon Weekly—Turkey Prices Are Uncertain—Potato Prices Getting Back to Early Fall Level 42
Where Refrigerator Counters Mean Attractive Displays—Slump in Fish Prices Not Likely 43
Market Reports—Quebec, Ontario, Winnipeg 44-46

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Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Druggists' Weekly, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, The Canadian Motor, Tractor and Implement Trade Journal.

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What Will Santa Claus Bring Our Politicians ?

"SANTA'S POLITICAL STOCKING" is the title of J. K. Munro's feature article in MACLEAN'S December 15th issue. Mr. Munro thinks old Kris Kringle should bring Premier Meighen a "cap that will pull down over his ears, so that he can't hear what his Cabinet colleagues are saying about him"; a hobby horse for Crerar; a tin sword for Ballantyne; a "white plume" for Lapointe; a case of grape juice for Rowell, and a pair of long trousers for Mackenzie King.

Mr. Munro also sizes up the East Elgin farmers' victory, and lets you know its real significance.

Dr. Wilfred T. Grenfell, C.M.G.

THE famous physician of Labrador has contributed a striking piece of graphic fact-fiction for the Christmas issue—"Deeds of 'Derring Do'," which describes the brave fight waged by Skipper Loveday, his crew and wife—in the dismantled Silver Queen. They expected to find a watery grave that Christmas week, but the wife's dauntless spirit put so much courage into the men that they won a fearful fight against the December gales.

Christmas Issue of Maclean's, December 15th

"THE EMANCIPATION OF POLLY MacCRAE"
By F. B. M. Collier.
The so-human story of two spinster sisters in Old Ontario and how the crippled one won a husband.

"THE JEST OF CIRCUMSTANCE"
By Gertrude Arnold.
Phyllis lands in a Canadian city, fresh from England, and there is no fiancé to meet her. The girl ultimately finds happiness just as the Christmas Carols commence—but how?

"OUR GOLDEN FLOOD ROARS EAST"
By Nicholas North.
Every few minutes a train loads up at one of our many mammoth grain elevators, taking our wheat to the seaboard.

"THE CITY OF PERIL"
By Arthur Stringer.
The largest instalment yet published of this sensational dramatic serial of Bolshevistic plotting in New York.

"—AND ALL POINTS NORTH."
By Nellie L. McClung.
A gripping story of the pioneer men and women of the Peace River country—many even out of the reach of railroads, telephones and doctors. Read what trained nurses are doing in the pioneer settlements.

"OF CHRISTMASES AND GOVERNORS"
By Colonel George Ham.
The "Colonel" has spent Christmas in some peculiar places. His experiences form the foundation of a great story. Also, Col. Ham tells of the human side of some of our Governors-General.

"WHO GETS OUR PAPER PROFITS?"
By Agnes C. Laut.
The real facts of our paper, pulp and sulphite products, and some information as to where the biggest slices of the melon go.

"THE YULETIDE GLOW"
By Charles Christopher Jenkins.
What converts Scrooges into human beings, 'round about December each year? Get in a crowd with "Jenk" and you'll find out.

"BUTTERED SIDE UP"
By C. W. Stephens.
The hero of this story loses his job a few days before Christmas. But he doesn't lose the girl, and lands a real job Christmas Eve.

"ORATORS I HAVE ENJOYED"
By "Margot" Asquith.
The wife of the ex-Premier tells what she thinks of Lloyd-George, as an orator, and others.

Review of Reviews Section

"The War Spirit in the World"—By Sisley Huddleston.
"The Irresistible Thing"—By Sir Gilbert Parker.
"German Universities Hard Up"—By Allen W. Porterfield.
"The Bleeding Statues of Tipperary"—By Edwin E. Slosson.
"A Modern Burton"—By Charles A. Merrill.
"Lansdowne's Memories"—By Marquis of Lansdowne, K.G.
"Flesh and Blood Inspired Barrie"—By William de Wagstaffe.
"Doctors Dupes of Fashion?"—London Lancet.

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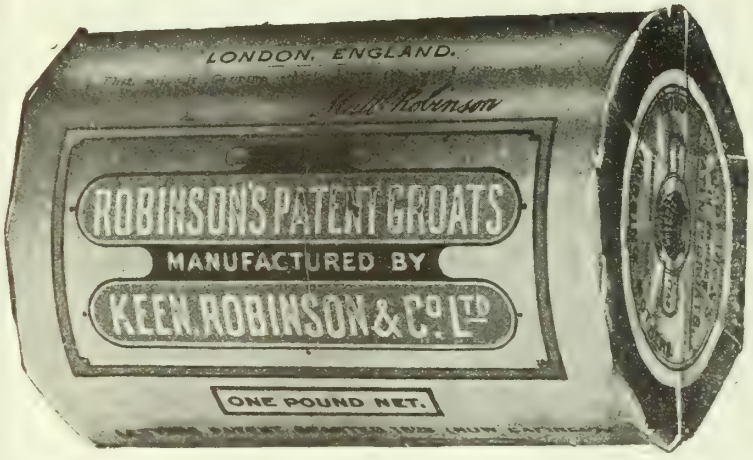
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331 ST. ANTOINE ST. MONTREAL, QUE.

CANADIAN GROCER

VOL. XXXIV TORONTO, DECEMBER 17, 1920 No. 51

Christmas Displays Increase Sales

The Season When the Power of Suggestion Gets Greater Results Than at Any Other Time—How Montreal Grocers Have Decorated for the Festive Season—What These Decorations Mean to Business.

By Staff Correspondent, Canadian Grocer

MONTREAL, Dec. 14.—There is no season when the power of suggestion is so active and so aggressive as at the Christmas Festival. It is a fact that people at this time go out with their purses full, looking for suggestions. Very few people know exactly what they want to buy, when they set out on a shopping expedition. The novelty stores, the dry goods stores and the jewelers are not the only ones who can cater to these buyers who comprise probably 90 per cent. of the public. There is no doubt that the merchant's window is of more value to him at this season than at any other period of the year.

Where Display Counts

A Canadian Grocer representative in Montreal in calling on the trade during the last week learned some very interesting information in this regard. In questioning grocers as to the Christmas business, it was found that in every case, where the grocer complained of the business being poor, that merchant had done nothing to create the Christmas spirit. In the other cases where the festive idea was carried out in the windows, and in the decorations of the store the proprietor or manager stated that business was very good indeed, with every prospect for even better business approaching the 25th of the month. This is a significant fact. The whole Christmas business depends upon the spirit manifest at this season, and if the merchant intends to get the best out of the possibilities he must do considerable towards developing this spirit. At this time, coloring seems to be the most important feature of windows. Montreal Public Market are noted in this city for their attractive windows, and this year have dressed a window with fowl and meats, the rich coloring of fruits and trimmings securing an altogether beautiful layout. The manager of this store states that business has been exceptionally good during the last week and that the window has attracted a great number of buyers who would otherwise pass the store without a thought of making a purchase.

Walter Paul's Fine Window

Walter Paul's new Cash and Carry Store on St. Catherine St., have taken up this idea and dressed their very spacious window with fresh and dried fruits and a backing of tea and coffee with high coloring surrounding the whole layout. The coloring and lighting of windows is very important also at this season, since the evenings are dark and there is nothing more attractive than a brilliantly lighted window.

Using Holly and Evergreens

A. Dionne & Son, at St. Catherine and Drummond Streets, have done much to further the Christmas spirit by their outside decorations. Across the front and side of the store is a mass of Christmas trees, evergreens and holly. This cannot help but attract the attention of the passerby and make him feel that Christmas is really at hand. The window of this store facing St. Catherine Street is dressed with Christmas stockings, boxes of chocolates, trays of chocolates, and dried fruits. The attractive layout of the confectionery is augmented by the use of the tasteful coloring of this season in setting off the displays. The interior of this store is also decorated in a Christmas fashion with many suggestions for home decoration and for Christmas trees prominently displayed. Mr. Dionne informed a Canadian Grocer representative that since they have made an effort to advance the spirit of the season, there has been a noticeable increase in the business done. Although money seems to be rather tight this year Mr. Dionne says that they have no difficulty in selling even their most expensive brands of delicacies for the Christmas dinner.

Do Not Delay Too Long

There is a danger that the merchant will delay his efforts until it is almost too late or else he only gets the tail end of the business which has been going to other merchants.

The store of the late E. J. Quinn, 4201 St. Catherine St. W., is very attractively decorated in Christmas style. The front wall is a mass of tall Christmas trees and the interior is festooned with evergreen and colored paper drapings. The St. Catherine Street window has a sloping platform covered evenly with nuts and two small circles of dried fruits. Hanging from the ceiling are candy walking canes and Christmas stockings. One can hardly pass that window without noticing it, and being impressed with the fact that Christmas is very near at hand. The result is that it stimulates business.

It is a significant fact that the grocers in this city who have done their utmost to foster the good cheer that should be evident at this time are the ones who claim that the business is very good indeed, despite all the fears that are being expressed publicly for a dull trade this year.



Government Postpones Application Of Sugar Refiners for Aid

It is Expected, However, That Before This Year is Out, the Government Will Grant the Refiners Another Interview—Sugar Men in a Hopeful Mood.

MONTREAL.—On December 8 the representatives of the different sugar refiners interviewed the Minister of Finance at Ottawa with regard to the situation created by the recent heavy losses by their companies as a result of the severe declines in the values of refined sugar. As on previous occasions they urged that they were entitled to Government assistance since their difficulties were largely due to Government interference with the normal methods of trading.

Asked by a Canadian Grocer representative as to the satisfaction received from their interview, an official of one of the companies stated that as is usual in such dealings the matter was referred to another committee for further discussion. Although there is no definite date set for the next interview, it is expected that before this year is out, the Government will grant them another hearing, but there is no promise of any assistance. As to the probability that the Government will lend financial aid, D. R. Turnbull, general manager of the Acadia Sugar Refineries, was not prepared to state.

Q. C. Bissell, sales manager for Atlantic Sugar Refineries, when spoken to by a Canadian Grocer representative about the matter, stated that there was nothing that could be said further than to corroborate the report that they waited upon the Minister of Finance at Ottawa with the request that the Government give the refiners financial aid in this crisis. "We hardly expected any definite answer at that time and we got none, but were promised that the matter would be given careful consideration. We hope and expect that within another week we will have another conference with the Government representatives and that may or may not lead to some definite action. It is impossible to tell what the outcome of our next hearing will be. At the present time there is absolutely nothing that we can say apart from the fact that we are sincerely hoping for some aid from the Government since there can be no doubt that they alone are responsible for the present condition of the sugar refiners in Canada."

May Use Corn Syrup in Jellies But Must State It on Label

Government Standards of Quality for Fruits and Fruit Products—When Sugar is Wholly or in Part Replaced by Glucose or Other Substitute, It Must Be so Stated on Labels.

A CORRESPONDENT of Canadian Grocer in writing, seeking information respecting food regulations for the Dominion of Canada, asks if a syrup shipped into Canada, and subsequently used in the manufacture of jellies, preserves, etc., is it necessary to show on the labels of the jelly and preserves, packages, that corn syrup is used in the manufacture.

Must Be Stated

Section eleven of Government regulation G. 1044, states that when sugar in preserves, etc., is wholly or partially replaced by glucose, or by any other substitute for sugar, the fact of such substitution shall be stated upon the label in plain lettering.

Fruit and Fruit Products

The following standards of quality have been established for fruit and fruit products:—

1. Fruits are the clean, sound, edible, fleshy fructifications of plants, distinguished by their sweet, acid and ethereal flavours.

2. Dried fruit is the clean, sound product made by drying matured properly prepared fresh fruit in such a way as to take up no harmful substances; and conforms in name to the fruit used in its preparation.

3. Evaporated fruit is dried fruit in whose preparation artificial heat has been employed.

4. Evaporated apples shall not contain more than twenty-five (25) per cent. of moisture.

5. Canned fruit is the sound product made by sterilizing clean, sound, properly matured and prepared fresh fruit, by heating, with or without sugar, and keeping in suitable, clean, hermetically sealed containers; and conforms in name to the fruit used in its preparation.

6. Preserve is the sound product made from clean, sound, properly matured and prepared fresh fruit and sugar syrup, with or without spices and vinegar, and conforms in name to the fruit used in its preparation.

7. Jam, marmalade, is the sound product made from clean, sound, properly matured and prepared fresh fruit or fruit pulp and sugar, with or without spices or vinegar, by boiling to a semi-solid consistency; and conforms in name to the fruit used in its preparation.

8. Fruit butter is the sound product made from fruit juice, and clean, sound, properly matured and prepared fruit, boiled to a semi-solid mass of homogeneous consistency, with or without the addition of sugar and spices or vinegar, and conforms in name to the fruit used in its preparation.

9. Jelly, fruit jelly, is the sound, semi-solid gelatinous product made by boiling clean, sound, properly matured and prepared fresh fruit with water, concentrating the expressed and strained juice, to which sugar is added, and conforms in name to the fruit used in its preparation.

10. When jam, marmalade, fruit butter or jelly contains other fruit or fruit juice than that which gives its special name to the article, the fact of the presence of such other fruit shall be stated upon the label, in lettering as large and as distinct as that used in naming the fruit principally present. This requirement does not, however, apply to the use of fruit juice, up to the amount of ten (10) per cent. of the weight of the jam, etc., used instead of water in the manufacture of the jam, etc.

11. When the sugar in preserve, jam, marmalade, fruit butter or jelly is wholly or partially replaced by glucose, or by any other substitute for sugar, the fact of such substitution shall be stated upon the label in plain lettering.

Section 12

"When jam, jelly, marmalade, etc., are prepared from two or more sorts of fruits, the first named fruit on the label shall be that which is present in largest amount: thus a jam made from strawberries and apples or apple pulp or apple jelly, shall be labelled as strawberry and apple jam, only if the weight of strawberries used exceeds the weight of apples or apple pulp or apple jelly used in the product; where the weight of apples or apple pulp or apple jelly exceeds the weight of strawberies used, the label shall read 'apple and strawberry jam' or 'apple jam flavoured with strawberries' or otherwise, in such a way as to make clear the fact that strawberries are not the chief constituent."

Catering to Children Good Business

T. D. Schiller, Cooksville, Ont., is Building for the Future, in Paying Particular Attention to the Children Sent to the Store to Buy for Their Parents—Always Waits on Them First.

"I HAVE always found it good business to pay particular attention to the children," stated T. D. Schiller, Cooksville, Ont., to Canadian Grocer recently. "When they come in the store, I see that they get waited on in their turn and not kept hanging around the place until all the older people are served. They get waited on just as carefully and as promptly as the oldest customer. I keep in mind the fact that some day these youngsters will be grown up, and if they get good treatment in my store when they are young, the chances are that they will continue to deal in my store as they grow older."

To some merchants the above statement may seem a trifling detail, but when it is taken into account that a merchant building up a business, keeps in mind the fact that the business is being built for tomorrow, then this statement is far from being wrong.

Mr. Schiller has apparently made a study of the psychology of selling to the younger generation, and has found that it pays big to look after the children's wants. Boys and girls have a habit of growing up. In their maturer years these youthful customers will retain the habit of going to the Schiller store almost instinctively, when they require any goods of the nature sold in that store.

Gets New Customers

T. D. Schiller is a general merchant handling practically a full line of merchandise, including groceries, patent medicines, clothing, boots and shoes, paints, hardware, automobile tires and other sundries. "I make it a point to have everything, or at least nearly so, that people ask for," remarked Mr. Schiller. "Many customers have started to deal here regularly for that very reason. There is one instance of this character that just comes to my mind. For several months past, there was a woman coming in the store, almost every week, usually buying some odd piece of goods such as some dress lining or a can of paint. About three weeks ago, she came in and made a small purchase and then wandered over to the grocery side and after looking around a bit, she said she guessed she would deal here altogether. An order for groceries was then left and we have been getting all her business ever since."

Looking to the Future

This reference of Mr. Schiller's is perhaps getting away from the opening of this story, but it is mentioned at this time just to show the attention this store has given to the study of selling to the children. They do not figure on just supplying eatables to the young people when they become extensive buyers for themselves, but they are looking forward to the day when these juvenile customers will have homes of their own and a great variety of articles will be needed.

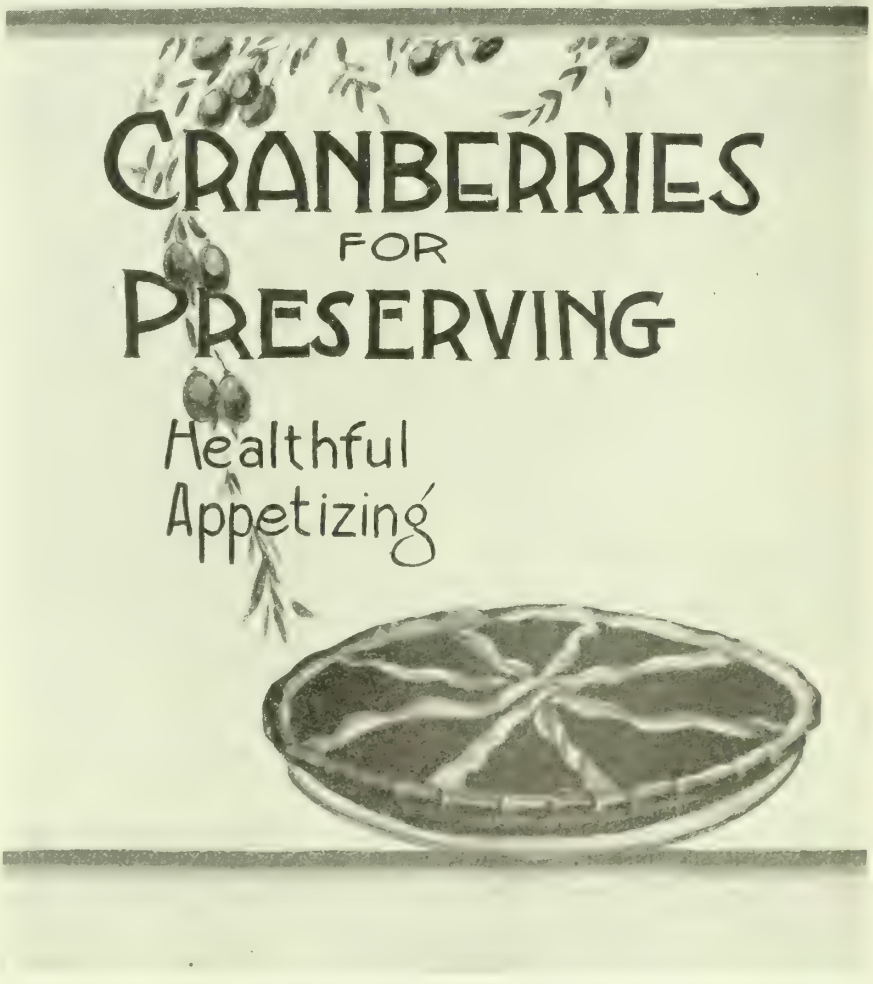
When Canadian Grocer representative was in the store, he was amazed at the constant stream of children coming into the store. Some of these youngsters were mere tots, could not possibly have been more than five or six years old, but every one of them received the same cheerful attention as bestowed upon the older people. Several had notes, but there were others who strung off a regular list. Each one received the articles they were required to get and went away happy, apparently feeling "quite big" because they were allowed to go to the store alone.

Likes to Come to This Store

In chatting with these little customers, Canadian Grocer asked one of them if she liked to go shopping. "Oh, yes, I like to come to this store," she replied, "and my 'mommer' likes me to come here, too, because she says I never bring her the wrong thing an' I don't have to wait a long time."

A lady customer was standing by, an interesting witness to this little side play and when this little customer went out of the store she remarked, "I don't know just how Mr. Schiller does it, but he certainly has got the kiddies working for him. Last week I had decided to go up to the city and buy my little boy a pair of shoes. My little lad said that Mr. Schiller had some dandy shoes and he just knew they would fit him. He kept repeating this so often that I thought I

Continued from Page 33



Suggestion for show card that would help to stimulate sales on Cranberries. The illustration of the pie was cut from a magazine and pasted on the card.

Solving the Chain Store Problem

Edmonton Man, in Writing to Canadian Grocer, Believes That the Real Menace is in Manufacturers Selling Direct to Large Retailers. Retailers' Organizations Should Rise Up Against This Injustice, He Says.

THE following letter has been received by Canadian Grocer and will be found interesting to the trade. It is following up an article in a recent issue of Canadian Grocer by Henry Johnson, Jr., on "How to Meet Chain Store Competition."

10,953 123rd Street,
Edmonton, Alta., Dec. 6, 1920

The Editor Canadian Grocer,
Toronto.

Dear Sir:

How To Meet Chain Store Competition

I have read with very great interest the letter in your issue of November 26 under this caption and comments thereon by Mr. Henry Johnson, Jr. That interest has been tempered by some degree of disappointment. I had hoped that Mr. Johnson would be able to offer your correspondent some measure of consolation and some suggestion which might hold out some prospect of at least mitigating the menace which your correspondent fears. But apparently he has no helpful suggestions. Boiled down, Mr. Johnson's view would appear to be that the devasting advance of the chain store is inevitable and inexorable; that the grocery prodigy, of altogether exceptional ability and energy, or the man who is prepared to work at high pressure for fifteen hours a day and adopt a standard of living far below a desirable minimum for a white man in an English-speaking country, may come through and succeed. But there is little hope for the ordinary average every day grocer, who is not blessed with phenomenal ability and who wants to make a decent living in return for a reasonable amount of work. This of course cannot be done on the gross profit of 12 1-2 per cent. which Mr. Johnson seems to suggest as the limit.

Is There Nothing to be Done?

Is there really nothing that can be done to stem the development of the chain store and other forms of distribution which are threatening the existence of the individual retailer? Must the latter take it lying down? Perhaps, but I am not prepared to admit that the outlook is so gloomy. It seems to me that there are a number of things that the retailer might do in his own defence if he only would.

To start with, what are the various retailers' organizations for? Are they for the purpose of holding annual meetings, electing officers and passing resolutions; or are they for the purpose of bringing the weight and influence of united numbers to bear on matters which vitally affect the welfare, and even threaten the very existence, of their members? Suppose, for instance, that the retail grocers of Canada, or any considerable portion of them, were to rise up in the might which their numbers would give them if properly organized, and announce in unmistakable terms that hereafter they would one and all cease handling the products of any manufacturer who sells to any retailer, no matter how big, at prices or discounts not available to any other retailer. Webster's dictionary defines a retailer as "one who sells goods by small quantities." In other words, any concern selling to the consumer, whether his turnover is five thousand dollars a year or five millions. Volume should have nothing to do with it. The nature of the business, not the size of it, determines whether a business is wholesale or retail.

The Real Menace

The whole danger of the chain store and other unfair competition which is menacing the small retailer arises solely from disregard of this definition. If these large enterprises, which are essentially retail and cannot be described as wholesalers by any stretch of imagination or perversion of words, were not permitted to buy as wholesalers, they would cease to be a menace. Now suppose about twenty-five thousand Canadian retail grocers, properly organized, demanded that, before buying any more proprietary goods, they must have the assurance of the manufacturer in each instance, that such goods will not be sold at wholesale prices to any retail enterprise, no matter what the volume may be. It would not take any manufacturer more than five minutes to decide that he wants the trade of the twenty-five thousand, rather than that of the favored few. For reasons which any national advertiser readily understands, he simply must reach this decision—if he is convinced that the retailers mean what they say.

Now is Opportune Time

This is entirely feasible now, but may not be in a very few years when chain stores have grown in number and importance and have absorbed a lot of business now done by the small retailer. And it may require some time to develop the retailers' organizations sufficiently to carry it out. In the meantime, immediate and helpful action could be taken by retailers through their present organizations. The small retailer is worried by the chain store and other unfair competition because such competitors, placed in a position of unfair advantage, reduce the spread in price between the manufacturer and the customer to a point which the small retailer cannot meet and retain a sufficient profit for himself. There are two people, the wholesaler and retailer, to divide that spread between manufacturer and consumer. As a result of combines and price agreements on practically all advertised lines, the wholesaler ensures to himself a good deal more of that spread than he is reasonably entitled to. I have this on the authority of eleven entirely reputable Western wholesale houses. If the retailers would take steps to see that these combines and price agreements are abolished, so that the competitive factor would again operate without restriction in the wholesale and grocery trade, the retailer would get a larger share of the spread and could sell closer to chain store prices and still make a profit.

There is still another thing which the retailer can do to help the situation. He can work on the pay-for-service system, which will greatly reduce his cost of operation by cutting down his delivery expense and reducing his bookkeeping.

Yours truly,
F. T. Fisher.

Piggly Wiggly System Has Closed Twenty-six Stores

The Piggly Wiggly system of self-serve stores operated in the United States does not appear to have met with the success as predicted by the company. Instead of reaching 1,000 stores by the end of the year the operating company has only succeeded in gathering together something like 315, but what is more interesting is the fact that 26 stores have been closed up since August 15.

The claim is made that there are 500 of these stores in the United States, but this figure is taken to include all stores, about 185 of which are under individual ownership. It will be remembered that when the Piggly Wiggly system was launched, rights were sold in cities to any one who made application and complied with the terms. At the time when consolidation was put through not all holders of the franchise were incorporated, many of these continuing to operate independently of the Piggly Wiggly Stores Company.

Co-operative Statement is Analyzed

Profits Apparently are of Secondary Consideration—Little in Analysis of Value to the Average Grocer—Criticism of Grocer's Circular

By HENRY JOHNSON, Jr.

FOR four months I have had a letter and statement from a Canadian co-operative association. During that time I have studied it off and on to try to see how I could translate it into something useful for ordinary grocers. I conclude that I canno do that because the method of accounting is such as no garden variety of grocer would use though it is undoubtedly suitable to this institution. So I shall simply point out a few things that may be useful.

First, it is very interesting to me that this company, conducted strictly on business principles otherwise, handles one department just as the most ordinary cross roads dealer handles a similar department. This company handles quantities of livestock—around $70,000 worth in 1919—"for the farmers at cost." This is just like the man who buys and sells butter and eggs without making anything. I think this shows that even to-day one has in many localities to deal with farmers on a basis of coddling them. They have not yet advanced far enough, despite widely disseminated educational facilities, to realize that two plus two makes four and that no service can be rendered without cost. If the farmer pays the cost, that settles it. It does not have to come from somebody else. If he does not, then it must come out of the skin of the dealer, or indirectly from himself.

This company handles the livestock so closely that there is only "a fraction of one per cent. surplus at the end of the year" on this account. Twenty per cent. of salaries is debited to livestock, and this "does not appear in the expense account. No livestock expenses are in the expense account."

How Earnings are Cut Down

A peculiar and interesting result arises from this condition. We find sales of merchandise other than livestock were $81,000 with net profits of just over $2,160. Taking this merchandise alone, considering this department by itself, this would show net earnings of slightly over 2 1-2 per cent. But if we spread the earnings uniformly over all the goods that were handled, including the $70,000 of livestock, we shall have a net of only 1.3 per cent. This will maybe serve to illustrate how you cannot sidestep a charge or cost, even if you bury or ignore it—or try to do that.

Of course, this is a co-operative institution. Probably the farmers are themselves stockholders. The aim undoubtedly is to get their products to market and buy their own goods as near production cost as possible. So profits, as we understand them, are a secondary consideration. Again, it is better to make one per cent. and know that you make it than to guess you are making five when you are going backward in actual fact.

It is quite evident to me that these people know where they are going. They say: "Stock is valued at invoice price plus freight. Buildings were erected in 1918 and would cost considerably higher to-day except one old one which is now only figured at about one-fifth its value." So these people face facts, and that is one great feature of any business.

A very curious table is included in this statement. It is something I have never seen the like of. It follows:

Valuable Proportionate Data

Proportion of—	1915	1916	1917	1918	1919
Accts. payable to capital	164%	187%	56%	129%	127%
Accts. receivable to capital	0%	7.06%	44.06%	20.50%	21.89%
Stock to capital	480%	260%	137%	139%	157%
Stock to sales	10.04%	8.27%	9.27%	10.88%	10.85%
Surplus to capital	164%	80%	55%	33%	38%
Reserve to capital	19.38%	18.66%	28.42%	27.46%	29.17%

That is something I confess I do not wholly "get." The capital stock is $20,000. Of that only $13,300 has been subscribed and of that only $5,600 is paid up. I can see, therefore, how in the beginning they might incur debts of 164 and 187 per cent. of the capital. That can be done with good credit, even with a "limited" company such as this is. I can also understand the limited accounts outstanding. I can even see how stock might be equal to 480 per cent. of capital, though that does seem excessive no matter what the circumstances, but I cannot grasp the idea of a surplus amounting to the 164 per cent. of capital the first year and steadily diminishing during the following years, ending up with only 38 per cent. Evidently some terms do not mean the same to all people, or I am getting thick as I grow older.

Turnover Looks Interesting

The item of stock to sales seems normal, if it applies only to merchandise other than livestock. If not, it shows rather slow movement, it seems to me. For on the face of the record, this looks like six to eight turns a year, allowing for gross margins of one-sixth. If that is spread over both departments, it may give only three to four turns. Much must be allowed for Western Canada and slow transportation, but staple merchandise should show more than three to four turns, especially if it includes stuff, which like livestock, must turn very rapidly. But six to eight would be very good, I should say. The last item, reserve to capital, looks normal, as far as I am able to see.

I do not feel that this is much of a study or review of this very detailed statement, but the thing that impresses me is that these folks are not sidestepping any facts. They know what they are doing and they know it by closely analytical figures and tabulations. That is the one great lesson grocers can learn—to realize that it can never be "too much trouble" to know just where you are heading in.

Writing Only For Retailers

I admit I like this letter because it indicates that my writings get across as I intend they should do:

"I consider your writings the best I have ever seen in a long time. You come to the point and show clearly what stand a retailer should take if he intends to succeed. You are not pulling for wholesale jobbers as many writers do. . . .I am enclosing a circular I got out this week. Please give me your opinion on this kind of advertising . . . .We do a grocery business of $120,000. I employ three men, wife and myself. Everything is sold for strictly cash. We deliver orders for five dollars or more. Orders placed later than eight o'clock in the morning will not be delivered until next day. One thousand dollars per month covers all expenses, including wages for myself. Each week I advertise in our daily paper . . . .No more credit business for mine!"

There is a volume of principle in that short paragraph. This man has set certain rules for business practice and, to judge from his short, crisp sentences, he lives up to them scrupulously. If he does that he will win. Note that item about goods ordered later than eight are not delivered until next morning.

(Continued on page 40)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

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A CONFIDENT OUTLOOK

A FEELING of confidence in Canada's ability to win her way through the uncertain conditions that prevail in the business world at the present time was a welcome note pervading the addresses of the president and of the general manager of the Bank of Montreal at its annual meeting last week, says the Financial Post. While emphasizing the need for the utmost caution Sir Vincent Meredith declared that Canada was "well buttressed on many sides and the exercise of prudence and sagacity should enable her to meet the shock of falling prices, restricted credits and inflated currency without serious impairment of her commercial and financial vitality."

Facing this country, as all others, was the necessity for the reduction of inventories and the making good of deficiencies by drawing upon excess profits of previous years. He urged that producers, merchants and others carrying heavy stocks must face the inevitable by recognizing that it was futile to attempt to overcome natural laws. Economic conditions were the cause alone of price decline; Canada alone could not control world-wide conditions, and it was idle for those interested in wheat or any other commodity to demand intervention through Government control. "A lower price level must be reached before we can reasonably look for a resumption of business activity on a sound basis." He found cause for satisfaction in the early action that had been taken to restrict credit to legitimate requirements; in fact that "the strain on credit appears to be now reaching its peak"; and that "an easier tendency is the logical outcome of the deflation of prices." At the same time he pointed out that "the process of deflation and slacker trade will somewhat swell the failure list, and that some reduction of bank deposits may also be apprehended." This, therefore, was the time to keep "close-hauled."

In support of the soundness of Canada's financial position Sir Vincent declared that the "country's emergency currency created under the Finance Act, 1914, is more amply secured by gold than is the war circulation of any belligerent, save only the United States, the wealthiest of nations." So far as interest rates were concerned Sir Vincent held that he saw no reason to look for permanently lower interest rates in the near future, although reaction in business and the marketing of the crops might bring an easier tone temporarily, for the "magnitude of international indebtedness to be refunded, together with the wastage of war, cannot be made good immediately and probably not for a somewhat indefinite time."

SALESMANSHIP AGAIN ESSENTIAL

MARKET conditions have made necessary a complete change in the methods of selling in most retail stores. Everyone remembers the time before the war when a salesman, retail or otherwise, was judged according to his true ability. Then came a period of affluence when money was spent with little regard for value. Merchandise of all kinds was in great demand, manufacturers could not fill orders without delay. Needless to say, values of many lines became greatly inflated and little salesmanship was necessary. Then followed the inevitable period of readjustment; such conditions could not hope to continue. To-day it is a buyer's market. Conditions call for the best efforts of salesmanship, where formerly demand was such that little selling ability was required. The salesman now comes back into his own. Personal salesmanship will be appreciated as never before. The personal counsel of the reliable, conscientious and well-informed salesman was never so valuable as at present. Likewise other selling elements, such as advertising, and other promotion work will come back into their own. The necessity for them will be more keenly felt, while the necessity for both their efficiency and economy will bring their every detail under the microscope for adjustment to present and coming conditions. The return to renewed recognition of true salesmanship should be welcomed by every progressive dealer.

EDITORIALS IN BRIEF FORM

GO TO IT, Gentlemen! Aim for the biggest week you ever had.

* * *

IT WILL be a merry Christmas all right if on Christmas Eve the cash register is bulging.

* * *

SATISFACTION to the Christmas shopper means much. New customers will put in an appearance at this time. Service traps "well and truly laid"—the editor heard this at the laying of a corner stone once—will land a number of "all-the-year-rounders."

An Examination of Retailers' Position

Official of Large Departmental Store Declares That They Who Now Criticize the Retailer for Failing to Adjust His Prices Forgets That it Was the Retailer Who First Cut Prices Almost Six Months Ago

IN commenting on present conditions in the retail trade, the Bache Review has from time to time expressed the opinion that if retailers would reduce prices somewhat more drastically, in accordance with the reductions which have already been made in wholesale prices, the price situation would be much more readily cleared and the way paved for business to proceed more smoothly on a lower level.

A Retailer's Viewpoint

The views of the executive of a large departmental store, in regard to this question, will be found interesting by the retail trade. Writing to the Bache Review, he says, in part:

"When so much is being written and said against the retailer, would it not be fair to make an impartial examination of his case by way of a change, in a spirit of fair play and a square deal?

"Those of you who criticize us now seem to forget that it was the retailer who first cut prices almost six months ago, when the manufacturers failed to recognize the change in the temper of the buying public, which the retailer was quick to sense through his close contact over the counter.

"At that time the wholesaler and manufacturer was the first to criticize the retailer for reducing prices, telling him he would be unable to replace his stocks except at still higher prices! Had the retailer heeded this advice it would have prolonged the period of high prices, as none of us have heard of a wholesaler reducing his prices when the demand was still strong. Is this consistent with the great chorus of 'profiteer' which the wholesaler is lustily shouting to-day?

Retailer Not a Profiteer

"In spite of your undoubtedly well-meaning statements to the contrary, I assert without fear of successful contradiction that the retailers as a class have not been guilty of profiteering during the war, nor are they at this time. We are all marking our merchandise closer to-day than for many years; we have been reducing stocks, and buying only from hand to mouth, and in so doing are able to follow the market down, giving our customers the benefit of the new low prices.

"I have been in close touch with a great many retailers in this section and we have freely and frankly exchanged confidential information relative to our business, and I know that as a craft the retailers are doing everything possible to bring prices to the lowest level obtainable, short of self-extermination."

Little Left For Reserve

The writer then, while asserting that the retailer during the last five years has made little, if any, increase in percentage of net profits, admits that this percentage expressed in dollars is larger than heretofore, but he further contends that the profits thus accumulated on his balance sheet were on paper only and not in cash in his pocket. Rising prices made for larger inventories, the shrinking value of the dollar increased his expenses, and then if the books showed the accumulation of a reserve, the Government stepped in and took the lion's share. This is what has been happening to nearly all business operations under the baleful workings of the Excess Profits Tax. The small amount left for dividends and reserve against the inevitable rainy day has, in most instances, been so inadequate that, the writer claims, the retailer should not now be blamed for trying to save himself from business disaster. He adds:

Impossible to Maintain Prices

"The nature of our business is such that combinations to maintain prices are practically unheard of, if not actually impossible. Therefore, the element of keen competition would work to lower prices even though the storekeeper desired otherwise. With costs of operating our stores still high, our salvation lies in maintaining volume, and this means sharp bidding for the business that exists in our respective communities, and when you find retailers bidding for increased sales you invariably find price concessions."

The Christmas Window Contest

For a number of years Canadian Grocer has held a Christmas window contest to encourage good window dressing. This year the policy will be continued but the prizes offered are double the amount of previous years.

It may be that the merchant himself will not care to enter the contest. In that event any clerk of the store is at liberty to enter a photo of the store's window. The real essential of a window display is its selling value, and that is not necessarily a matter of elaborate display.

Entries will be judged first on their selling value.

Second on their novelty of idea or arrangement.

Third on their general attractiveness.

The contest is divided into two classes, in order that the merchant in smaller places will not feel that he is placed at a disadvantage.

CLASS A
Towns and Cities Under 10,000 Population

1st Prize $10.00
2nd Prize 5.00
5 Prizes of $1.00 each.

CLASS B
Centres Over 10,000 Population

1st Prize $10.00
2nd Prize 5.00
5 Prizes of $1.00 each.

A description of the make-up of the window should accompany the entry. Photos where possible should be 5 x 7 or larger. Address all entries to

THE CONTEST EDITOR, CANADIAN GROCER
143-153 University Ave., Toronto

London Grocers Declare War On the Bakers

London, Ont., Dec. 14 (Special).—The local Retail Grocers' Association at a largely attended meeting held on Monday evening declared war on bakers of London, and are advertising in the local papers for a bakery. If a suitable plant is obtainable, they intend to manufacture their own bread and will refuse absolutely to handle bread made by the bakers.

For two and a half hours the situation was threshed out at a special meeting in one of the hottest debates in the history of the local association. The opinions were forcible and unanimous that the bakers by making a cut of eight per cent. in the profits allowed to grocers had gone the limit and hit below the belt. Buying bread from the bakers at 10½ cents a loaf and then wrapping it and handling it and selling it at twelve cents they declared did not leave anything like the amount of profit necessary for carrying on business successfully. Overhead expenses were set at twenty per cent. The grocers declared that it cost them to deliver a loaf of bread, including the wrapping, 1¾ cents. Special reference was made to the heavy increases in the prices of wrapping paper, higher prices for string and increased wages for hired help.

Until a few days ago the grocers were buying bread from the local bakeries at 11 cents and retailing it at thirteen. When the bakers announced a cut to 12 cents, they set the price to grocers at 10½ cents.

At the meeting the old question of early closing came up and crystallized into a motion to be presented to the city council asking that a by-law be passed compelling stores to close at 7 o'clock on five nights in the week and at 9 o'clock on Saturday evenings.

A CORRECTION

The item appearing in last week's Canadian Grocer to the effect that an Ottawa grocer is selling sugar thirteen pounds for one dollar is incorrect. The Grocer published the same in good faith, the information having come from a correspondent. It appears that the grocer in question sold sugar at 13 cents per pound, or eight pounds for a dollar, and the incorrect report first appeared in one of the Capital's daily papers, and was sent broadcast throughout the Dominion.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

COMES TO T. H. ESTABROOKS COMPANY

Harold deV. Partridge, formerly of the Fairbanks Company, of New York, has joined the staff of the T. H. Estabrooks Co., Ltd., St. John, N.B. He will have charge of advertising and publicity. Mr. Partridge was engaged in newspaper work in Rochester, N.Y., for ten years previous to joining the Fairbanks Company.

E. J. Quinn, Grocer, at Montreal, is Killed in Accident

Montreal, Dec. 14.—E. J. Quinn, proprietor of one of Montreal's largest grocery stores, situated at Westmount Ave. and St. Catherine St. W., met with a fatal accident while driving to his home in the early hours of Friday morning, Dec. 10.

At Fort and St. Catherine Streets, a street car crashed into the automobile. When Mr. Quinn was removed from the wreckage it was at once seen that his injuries were of a serious nature. He was taken immediately to the Western Hospital where he died at ten minutes to seven. E. M. Macdonald, M.P., Pictou, N.S., was with Mr. Quinn but was only slightly injured.

E. J. Quinn was a native of Montreal. He was a nephew of Senator O'Brien and a nephew also of the late James Quinn. He was about fifty years of age and was extremely popular among a wide circle of friends. He had established an excellent connection in the grocery business in this city. He was unmarried and is survived by one sister.

ONTARIO

Scroggie & Son, Guelph, Ont., have sold their business to Tiffin & Co.

Arnold J. Foster, Toronto, Ont., has sold to Snider Bros.

G. H. Widner, Simcoe, Ont., has sold to B. A. Pattison.

M. Wohanski has opened a new grocery store in Kitchener, Ont.

Thos. R. Cresnell, 2385 Dundas St., Toronto, has commenced the cash and carry system.

Gibbons Grocerteria have opened a grocery store at 17 St. John's Road, Toronto.

J. Fenwick has succeeded N. Wiecker in the grocery business at 12th and Main St., Vancouver.

Walter Woods & Co. Pass the Half Century Mark

Hamilton, Ont. (Special). — Walter Woods & Co., Hamilton, Ont., have just passed their half-century mark in their business. Walter Woods, the president



WALTER WOODS,
President and founder of Walter Woods & Co., manufacturers, Hamilton and Winnipeg.

of the company, started in business in Brantford in 1870, in a small way, glassware being his chief line.

He moved to Hamilton in 1874, taking up the jobbing of woodenware and the manufacturing of brooms. The first factory and warehouse was located in Maiden's Lane, which is now called Jackson Street. Later the business was moved to King Street East, then to McNabb Street, in their present location, but occupying small premises. Their place of business has grown with their business.

Brooms for a great many years comprised the major portion of their business and were sold through the wholesalers only. Today they go direct to the retail trade with thirty salesmen on the road travelling out from Hamilton and Winnipeg.

Mr. Woods points with pride to his line of brooms, claiming that he is making the same brands of brooms today that he made the first year of his business in the broom manufacturing industry and says the quality is exactly the same.

The city of St. Catharines, Ont., is voting on the daylight savings measure on January first.

Oshawa merchants are claiming damages from the Town Council for damage done to groceries and other merchandise by the backing up of a sewer in August last.

D. E. MacKinnon has taken over the grocery and meat business formerly carried on by Dorsey and MacKinnon, Seaforth, Ont.

Farmers in the district and residents of Renfrew, Ont., have organized what is known as the Renfrew Co-operative Ltd. There are 104 charter members, each of whom put up fifty dollars. The association aims to co-operate in the selling of eggs and poultry, although the constitution extends the scope of operation to include all sorts of farm produce.

Ottawa Grocers Will Be Well Represented at R.M.A. Convention

Ottawa, Ont., Dec. 13.—The Retail Grocers' section of the Retail Merchants' Association of Canada, held an important meeting on Dec. 9th, when Clarke Cummings was unanimously elected to represent the retail grocers on the Board of the General Canada Exhibition Association. President Crabtree and G. Stoate were nominated but retired to make the choice of Mr. Cummings unanimous. He has devoted much time with great success to this end of the work at the Pure Food Show and deserves the honor done him by fellow members.

J. C. Campbell, secretary of the Ottawa and Eastern Ontario Retail Merchants' Association was on hand with a very hearty invitation to the grocers to pick a good strong delegation to the convention announced at Brockville, Jan. 11, 12 and 13. Ten of the members were appointed delegates and others will go along too. The addresses expected from Sir Henry Drayton and Hon. Mr. Wigmore, Minister of Customs, are being looked forward to with interest. The Pure Food Show committee for 1921 will be composed as follows:—Secretary, A. E. Moreland, Messrs. George Stoate, A. E. Kelly and T. A. C. Kennedy. Vacancies on the executive committee were filled by the election of Messrs. J. Bambrick and J. Patterson.

Montreal Brokers' Annual Meeting

J. E. Turton is the New President of the Montreal Wholesale Merchandise Brokers' Association—Looking Forward to an Active Year.

Montreal, Dec. 15.—(Special).—The annual meeting of the Wholesale Merchandise Brokers' Association, of Montreal, was held in the Board of Trade Building, on Friday last. At this meeting the officers were elected for the coming year. J. E. Turton was elected president, succeeding Robt. Anderson. The new vice-president is C. B. Hart and the treasurer A. H. J. Hill, of the Robt. Brooks Co., Lt., of Canada. Th new executive is as follows:—H. P. Anderson, J. S. E. Brookfield, S. G. Bendon, J. L. Freeman and R. E. Calder. Mr. Calder was elected as representative of this association to the Board of Trade Council.

Association is Growing

This association was organized in Montreal in April, 1919, and has been steadily growing and making its influence felt more and more throughout the trade. The stated object of the association is to inculcate just and equitable principles in trade; to acquire and disseminate such information as may be deemed of interest and value to the members; to promote a more friendly business intercourse to make provisions for the adjustment of possible misunderstandings and differences arising between those engaged in business and to establish and maintain a uniformity in commercial usages. It also affords for its members the privileges of arbitration in disputes over transactions and misunderstandings which may take place among the members in this association.

This association has adopted an emblem which is to be used on their stationery and business papers. This emblem is a circular crest with the name of the association printed in a band around the circumference of the design, a maple leaf at the bottom and in the centre two telephone poles and connecting wires bearing the name "buyer to seller." This organization is one of the many branches of the Montreal Board of Trade. It interests itself in matters pertaining to the merchandise business from the broker's standpoint and makes such recommendations to the Board of Trade as they see fit. Their jurisdiction outside of their own association is limited to the final ruling of the council of the Board of Trade for the city.

Membership Nineteen

The number of members of this association now stands at nineteen, all of whom are merchandise brokers in the city of Montreal. The membership fee has been set for the New Year at $10 and it is expected that before long the association will have a number of new members.

Looks for a Good Year

In speaking to Canadian Grocer representative Mr. Turton, the new president, said: "We are expecting a very prosperous New Year in this association for several reasons. First of all our business is in a healthy condition at the present time. The organization is continually growing with new members being admitted and with a better understanding of the benefit to be derived from such an affiliation and from the spreading out of our influence among the trade as an organized association of merchandise brokers. Then, too, we have in our new executive a number of the younger men in the brokerage business and we hope that with a renewed enthusiasm we will now enter upon a bright and prosperous year both from our association's standpoint and from the standpoint of business in general."

OPTIMISM, ECONOMY, THRIFT AND KEEP SMILING

"Business will go on whether prices go up or down, whether labor conditions get better or worse, whether interest rates work higher or lower," says the Nova Scotia Wholesale Grocers' Association, in a letter to the retail trade, warning against panicky feeling because of decreasing prices in flour, sugar and other staples.

"Business will go on and those who are worthy will be the ones to do it. There are some 450,000 people in Nova Scotia who must be fed, clothed and sheltered, and there will always be something to exchange for entertainment and luxuries. And through it all, the business that is worthy, that serves legitimate requirements persistently and consistently will continue.

"There will always be men to do the world's work. They will be business men of clear vision, who not only talk service but give it—give it every day—and who never lose faith for a minute. Such men are responsible for the world's prosperity. They will continue in their success as surely as modern civilization endures.

"Therefore don't cry hard times, but preach optimism, economy and thrift, and keep smiling."

Will Appeal to The Legislature Re Early Closing

Toronto, Dec. 15 (Special).—The early closing by-law engaged the discussion of the Toronto retail grocers at their meeting on Monday evening of this week. Robert Dowson, president, was in the chair. General dissatisfaction was expressed with the way the by-law was being enforced, and suggestions were made as to the best way to make the regulation worth while. It was the unanimous opinion that the legislature, at its forthcoming meeting in the New Year, would have to be appealed to in order to have the law more effective. In the meantime, it was pointed out that a good method by which the public might become educated to the early closing by-law might be to distribute circulars to the public over the counters, urging them to bear in mind that there is an early closing by-law and asking them to co-operate with the grocers in seeing to it that it is observed.

More sympathetic co-operation on the part of the magistrates, too, it was claimed, was necessary in order to make the law a success.

TOURIST TRADE IN PORT ARTHUR REACHES BIG TOTAL

Port Arthur, Dec. 13.—Upwards of $150,000 was spent in Port Arthur during last summer by tourists from the United States, according to information supplied to the Port Arthur Board of Trade by hotels, garagemen, taxi-drivers, business houses and other trades which benefited by the tourist traffic to the head of the lakes. Colonel Milton Francis, secretary of the Port Arthur Board of Trade, stated to-day that the $150,000 was but a conservative estimate and would, if statistics could be secured, exceed that amount. The board anticipates a big increase of tourists during the coming season of 1921.

Action to decide the ownership of the Garden City Canning Company's factory, at St. Catharines, Ont., was taken in the non-jury High Court at St. Catharines, last week. Thomas E. Flynn and his son, J. J. Flynn, both of Buffalo, claim they own the business, and the suit was brought against them by John A., Joseph M. and Catherine Flynn, brothers and sister of Thomas Flynn.

The general store of Leslie Marceau, at Oakpoint, Ont., was entered by burglars the other night and five hundred dollars were stolen. The burglars made use of a motor boat, in order to reach Oak Point, but no trace of them has been made.

Commercial travellers are making preparations for a grand entertainment at the King Edward Hotel, Toronto, early in February.

NEWS FROM WESTERN CANADA

Western

Armstrong and Beck, grocers in Saskatoon, Sask., suffered loss by fire recently. The fire started in a back room where the coal oil is stored. The cause of the fire is unknown. The fire extended to adjoining buildings. The damage is estimated at $4,000.

B.C. Honey Producers Discuss Matters of Interest to Industry

NEW WESTMINSTER, B.C., Dec. —The directors' report at the first annual meeting of the British Columbia Honey Producers' Association held recently shows that the association has not met a popular demand.

Its membership of two hundred and eighty beekeepers represents every section of the province, the Kootenay and Okanagan districts having local divisions of the central association. The honey producers have adopted a label which stamps a guarantee on every jar of honey sold and advertises it as a British Columbia product which can be traced to the apiary which produced it.

1920 Production Lower

Owing to the rather poor season and a widespread attack of foul brood disease, the production of honey for 1920 fell below that of the previous year, but the members of the association were electrified by an announcement from W. H. Lewis, the veteran beekeeper of Edmonds, that he had every reason for believing the cure was found for this contagious disease. Hitherto European foul brood has baffled all attempts to stamp it out effectively and it has caused extensive mortality among the bees of the Lower Mainland. Mr. Lewis will keep secret his treatment until full and complete tests have been made in the spring, but the government inspectors who have examined the operation are convinced of its efficacy.

Demand is Growing

E. D. MacKenzie, secretary-treasurer of the Westminster Exhibition Association, expressed the appreciation of that society with the great show of honey made at the Provincial Fair.

Mr. MacKenzie also gave the interesting opinion that honey was now becoming a regular article of diet, instead of the luxury it was formerly considered. This was a very good thing both for the producer and the consumer.

The members were content with the financial statement of the secretary-treasurer which disclosed a favorable balance, and the whole of the directorate was re-elected with the change of A. W. Finlay's name for that of Mr. Chevally.

W. H. Lewis urged the honey producers to give more attention to comb honey in the future. There was a large demand on the market for both comb and chunk honey, and it would pay better to produce more of this than to overstock the market with extracted honey.

CATERING TO CHILDREN

(Continued from page 25)

might as well have a look at them anyway. I brought the boy up to the store, but I did not get out of the store without buying the shoes. The funniest part is he keeps telling everyone where the shoes were bought."

According to T. D. Schiller, the retail merchant, no matter whether he is a general store keeper in a small village, or a classified grocer in a large city, the juvenile customer is the best advertising medium to build a future business. "Treat the children with consideration, for tomorrow they are grown up," is Mr. Schiller's creed.

CANADIAN WHEAT GETS WAR BONUS

Farmers Given Dividend of 18 Cents a Bushel by Government

Winnipeg, Man.—A final dividend of 18 cents a bushel will be paid to farmers by the Canadian Wheat Board, according to an announcement made after a recent audit of the books of the board. The payment will be made on "participation certificates," the method used by the Canadian Government to return to farmers profit made by the government on their 1919 wheat above the guaranteed price.

This payment will bring the 1919 price, based on northern wheat in storage at Fort William, to $2.63 a bushel, or an average price throughout the year of $2.50 at points of shipment in Manitoba, Saskatchewan and Alberta.

The board has already distributed $38,000,000 on interim dividends, and payment of the remainder of $28,000,000 it is expected, will be completed before the first of the year. More than $60,000,000 represents the share of farmers in the prairie provinces. The other $5,000,000 will go to eastern Canada and British Columbia.

Wants Retention of the Duty

Battle Creek Toasted Cornflake Co., Ltd., London, Ont., Set Forth Before Tariff Commission Why Present Prevailing Rate of Duty Should Continue.

THE Battle Creek Toasted Corn Flake Co., Ltd., in asking before the Tariff Inquiry Commission, at its recent meeting in London, Ont., for a retention of the present prevailing rate of duties, stated that this firm was established in 1906, and has a paid-up capital of $250,000. One hundred are employed in the factory, in addition to which work is furnished to other Canadian workers by the purchase of boxes, both wood and paper, within Canada, the expenditure in this regard amounting to $250,000 per year, also in the production of sugar, salt and wax paper, which are used in large quantities.

Corn Is Imported

All of the corn used is imported from the United States, out of which is first manufactured hominy, from which corn flakes are made. In the manufacture of hominy there are by-products, which constitute the highest grade feedstuffs, all of which are sold in Western Ontario, and sold at a price much cheaper than would be the case if such were imported from the United States. This is of immense value to the farming communities.

From press reports of previous meetings of the commission, this statement reads, the charge had been frequently made that the Canadian manufacturer fixes his selling price by ascertaining the selling price of his American competitor, at the nearest United States manufacturing point, and adding thereto freight, duty and exchange. In the case of the Battle Creek Toasted Corn Flake Co., Ltd., this is not the case, as toasted corn flakes sell at a uniform even price in Canada and the United States.

Sells at Same Price

"We are able to continue in business and sell at the same price as our American competitors only because we have practically the whole of the home market, which is secured to us by the prevailing duty," continued the statement. "If the duty were removed it would only mean the loss of employment to our workmen, and workmen in factories supplying us with boxes, cases, wax paper, etc., and would result in the consumer being required to pay higher prices than he does now for toasted corn flakes."

WEEKLY GROCERY MARKET REPORTS

THE Christmas trade in wholesale and retail circles is in full swing and it is the consensus of opinion that business will compare very favorably with other years. The markets continue with a downward tendency and many lines show a slight shading. Collections are reported satisfactory.

TORONTO—The sugar situation is gradually clearing as depressed stocks are fairly well cleaned up. One refinery will resume operating during the coming week. Raw sugars are again lower but it is the opinion that refined has now reached a stabilizing level. Reductions are announced on practically all cereals in bulk. Wholesalers are buying cereals in small quantities, in fact one miller stated that wholesalers who previously bought in one hundred bag lots are now just buying five bags at one time. Spot stocks of shelled walnuts and almonds are fairly well cleaned up, and it is doubtful whether there will be sufficient to meet demands before the new goods arrive, which are not expected until after the new year. Those that have supplies of shelled walnuts have not changed quotations, although in some instances they have had to pay a higher price owing to re-purchasing from other jobbers. Reports from India and Ceylon state that some tea plantations have closed and the Coolies dismissed. The reason for this, it is stated, is because stocks of coarse teas had accumulated to such proportions in London that prices were forced down far below cost of production and the only remedy to bring prices to a profitable basis was to cut down production. Another report states that fully seventy-five per cent. of the hugh stocks of tea held in British warehouses have deteriorated with age and will have to be sold for chemical purposes or destroyed. Under these conditions it is not unlikely that a firmer tea market will develop. There is a fair demand for canned goods but only in small lots. In this respect the market is no different than it has been for some time, but quotations are merely nominal, wholesalers offering canned goods considerably below list prices and it is possible to get several prices on any one line. Spice manaufacturers state that this past week has shown considerable improvement in business. Orders are coming in more freely but mostly in small lots, and many of them rush orders. This indicates that retailers' stocks are getting low and business will soon become normal. Cream of tartar appears to be the weak spot in the spice market, and quotations are reduced. Wholesalers and importers report business as active on dried fruits but state that they are selling at a loss, as in many instances goods are sold below replacement prices. Currants are scarce, both spot and primary stocks are fairly well cleaned up. Raisins are picked up as fast as they arrive. Evaporated apples show a fair movement for the Western trade, but not nearly as great as last year. Brokers in close touch with the evaporated apple situation state that evaporated apples are now offered at a price below cost of production, which would indicate that there is a possibility for firmer prices later in the season. Business on beans has shown an improvement, but like other lines, orders are confined to small lots.

In the produce and provision markets, fresh pork cuts, smoked bacon and hams are marked lower. Butter continues easy while eggs show firmer prices.

MONTREAL—The hog market shows more strength this week with smaller offerings on the market. Despite this there is a reduction in many lines of bacon. Quotations on hams are unchanged. The more steady condition on the hog market may strengthen the market for bacon. Lard and shortening have had a further reduction. An advance of two cents is quoted on fresh eggs. There is a continually improving demand for fowl with a very good supply except of turkeys. The butter and cheese market are unchanged. Fish prices hold firm with an excellent demand, and dealers state that supplies arriving are only sufficient to meet the demand. There is an exceptionally good demand for dried fruits and nuts. Italian chestnuts feature the nut market. Dates and figs are a shade cheaper, and slightly lower prices are quoted on the new pack of California prunes. There is a big supply of oranges of various kinds on the market with lower prices, and indications that the prices will be still lower after the New Year. Celery and pumpkins are quoted dearer this week and the potato market holds firm. There appears to be a shortage of canned peas due to the big drain on the new pack. The tea market shows no improvement and dealers state that the sales are limited. Japan teas are getting low in supply and this may serve to strengthen the market until the new crop is ready. Some firms have made further reductions on rolled oats. Lower prices are quoted on honey with a big supply of Canadian honey offered at the ruling prices. The first supply of French castile soap that has been offered for some years is on the local market.

WINNIPEG—Rolled oats, which have been declining is now thought to be at bottom prices. Ceylon tea is reported easier but as the last auction sale for tea this year takes place on the 15th of December, it is anticipated that there will be some active bidding. Rice and tapioca markets continue weak. All lines of canned goods remains steady with very little buying. Raisins are reported firmer and other lines of dried fruit unchanged. Shelled walnuts are due for an advance, due to the partial failure of the French walnut crop and the improvement shown on foreign exchange. Flour remains unchanged. Fruit and vegetables remain steady under a quiet demand.

QUEBEC MARKETS

MONTREAL, Dec. 15.—The principal activities of the grocery market this week are in fresh fruits, dried fruits, nuts and vegetables, for which there is an excellent demand. Lower prices are quoted on oranges owing to the big supplies of many types which vary considerably in price. Porto Rico oranges are selling at $4.75 per case. It is expected that oranges will be even cheaper after Christmas. Apples are higher this week and there appears to be a good supply of imported grapes on the market. Prunes are quoted lower this week for the new pack. Dates and figs are also a shade cheaper with a very good demand. Italian chestnuts are offered on the market at eighteen cents per pound. Celery and pumpkins are higher this week and the potato market is holding firm. There are a number of additions to the list of imported vegetables. There is no change in sugar this week but the future for the market looks better since one of the refiners is starting on the new sugar next week. There appears to be a shortage of canned peas since there has been such a demand of late for them and wholesalers state that their stocks are running low. The first supply of French castile soap has arrived on the market. The tea market shows no improvement this week and dealers say that the sales are very small. Some firms have reduced their quotataions on rolled oats by ten cents per bag. Lower prices on honey are quoted this week with a surrender of large supplies of Canadian honey to the dealers at prices offered.

Sugar Futures Look Better

Montreal.

SUGAR.—There is nothing new in the sugar market this week. The ruling price is $11 but there is some difference in quotations made by the different refiners under the various circumstances. Acadia Sugar Refineries report that they will begin refining the new raw sugar on the 20th of this month. This will mean more stable conditions for this refinery and as soon as the others are in a position to follow, the sugar market will in all likelihood return to a more steady basis.

Molasses Prices Hold

Montreal.

MOLASSES.—There is no change in the molasses market this week. Quotations are firm at the rather low prices quoted. The corn syrup market is also steady with no changes quoted.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 09
Half barrels, about 350 lbs.	....	0 09¼
Quarter barrels, about 175 lbs.	....	0 09¾
2 gal., 25-lb. pails, each	....	2 85
3 gal., 38½-lb. pails, each	....	4 25
5 gal., 65-lb. pails, each	....	6 85
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	6 60
5-lb. tins, 1 doz. in case, case	....	7 45
10-lb. tins, ½ doz. in case, case	....	7 15
	Prices for Island	of Montreal
Barbadoes Molasses—		
Puncheons	....	1 20
Barrels	....	1 23
Half barrels	....	1 25
Puncheons, outside city	....	1 15
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	....	6 00
3-lb. tins, 2 doz. in case, case.	....	8 25
5-lb .tins, 1 doz. in case, case.	....	6 80
10-lb. tins, ½ doz. in case, case	....	6 65

Some Rolled Oats Lower

Montreal.

CEREALS.—Some of the dealers have made a further reduction this week on rolled oats, quoting 90s at $4, which is a reduction of 10 per cent. on previous quotations. This price holds in the majority of cases and in one or two instances even lower quotations are made. This is the only change this week in cereals.

Oatmeal, gran., fine standard	....	5 50
Rolled Oats, 90 lbs.	4 00	4 10
Pearl Hominy	4 50	5 00
Cornmeal, Gold Dust Brand	....	3 90
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley	....	7 25
Beans, Ont.	....	4 25
Do., Can.	....	4 00
Do., California	....	3 75
Lima Beans	....	0 12
Green Peas, dried	....	0 17

Some Jelly Powders Lower

Montreal.

PACKAGE GOODS.—There is no change in quotations made on package goods this week apart from a further reduction on Jello jelly powders, which amounts to 15 cents per dozen in small lots. The new price is now $1.35 per dozen.

PACKAGE GOODS		
Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 38
Corn Flakes, 3-doz. case 3 50 3 65 3 50	....	4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	5 80
Do., 18s	....	2 12½
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 50
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Do., self-rising, doz.	....	1 60
Wheat Food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	6 40
Do., 20s, case	....	6 50
Self-raising Flour (3-lb. pack.) doz.	....	3 00
Do. (6-lb. pack.), doz.	....	5 90
Corn Starch (prepared)	....	0 11½
Potato flour	....	0 13
Starch (laundry)	....	0 09¾
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Shredded Wheat	....	4 95
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case	....	4 70
Package Cornmeal	....	4 25
Malt Breakfast Food (36 pkgs.)	....	12 60

French Castile Soap Arrives

Montreal.

SOAP.—The first shipment of French Shell brand castile soap has arrived on the market and is being sold at $9 per case of 200. It has been some time since this soap was on the market before. One wholesaler has reduced the price on standard laundry soap 25 cents per case, making the price now $8.50 for a case of 100 cakes.

Italian Chestnuts 18 Cents

Montreal.

NUTS.—Quantities of Italian chestnuts are arriving on the market for the Christmas season. These are offered at 18 cents per pound. Marbot walnuts are selling from 24 cents to 25 cents per pound. The demand for nuts at this season is exceptionally good and in some lines importers state that the supplies will not be equal to the demand.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled	0 50	0 60
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 38
Chestnuts (Italian)	....	0 18
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona	0 17	0 19
Peanuts, Jumbo	....	0 15½
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.	0 29	0 30
Do., large, No. 2, polished	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot Walnuts	0 24	0 25
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 50
Do., Bordeaux	....	0 58
Do., Chilean, bags, per lb.	....	0 33
Do., Spanish, shelled	....	0 67

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Coffee Market is Unchanged

Montreal.

COFFEE.—There is no change in the coffee market this week. The market continues with an easy tone.

Spice Market Quiet

Montreal.

SPICES.—There is no change in the spice market this week. There was a decline in the quotations on pepper last week. Dealers state that as the Christmas season approaches business is rather quiet and grocers have sufficient supplies on hand to carry them until the new year.

Allspice	....	0 20
Cassia (pure)	0 32	0 35
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 18
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	....	0 60
Cream of tartar (French, pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 31
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15

Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 30
Do., white	....	0 40
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 65
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Lower Prices on Honey

Montreal.

HONEY.—Dealers in honey state that the Canadian producers are now accepting prices offered them for their honey and that there is a plentiful supply of Canadian honey now on the market. Quotations are therefore reduced and buckwheat honey is now selling at between 13½ and 16 cents per pound. White clover honey is also lower in price and is quoted at from 20 to 23 cents per pound.

Buckwheat honey	0 13½	0 16
White clover honey	0 20	0 23

Tea Market is Not Improved

Montreal.

TEA.—The tea market continues in an unsettled condition. The importers state that present quotations are no indication of the value of tea. Buyers are refusing nearly all offers made by the importers and the sales are very quiet. It is stated that there are many forced sales of tea being made at very low quotations. On account of the rather small supplies of Japan tea on hand and the impossibility of getting any more from Japan until the new crop is ready the Japan tea market is holding firm.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early pickling	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Shortage of Canned Peas

Montreal.

CANNED GOODS. — There is no change in quotations made this week on canned goods. It is reported that the supplies of canned peas are running low. There has been a big demand for Canadian canned peas lately and wholesalers report that the supplies on hand have been almost drained. Some brands are still in fair supply but the better grades have been almost all taken up.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	2 15	2 20
Beans, Refugee	2 15	2 20
Corn, 2s	1 57½	1 62½
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 45	1 50
Do., 2½s	1 75	1 80
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 67½	1 77½
Do., gallons, doz.	5 25	5 50
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
De., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	....	3 50
2½-lb.	....	....
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	....	5 60
Do., 2-lb.	....	3 70
Greengage Plums, heavy syrup	....	2 90
Pineapples (grated and sliced), 2½-lb.	5 40	4 80
2-lb.	4 60	4 80
1-lb.	....	2 50
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Rice Market is Unchanged

Montreal.

RICE.—The rice market continues in its unsettled condition with very little change in the demand. It is difficult to make any standard quotations since prices vary according to conditions of the sale.

RICE—		
Carolina, extra fancy	....	....
Do. (fancy)	....	....
Rangoon "B"	....	12 50
Rangoon "CC"	....	12 25
Broken rice, fine	....	8 00
Bell rice, fine	....	16 00
Bell broken rice	....	10 00
Texas rice	....	10 50
Siam	....	7 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras	....	0 07
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

New Prunes Are Lower

Montreal.

DRIED FRUITS.—The demand for dried fruits has proven to be exceptionally good during the last few weeks. Dates are in big demand with slightly easier prices quoted. Ten pound boxes of new figs are selling as low as $3 per box. This is equal to 30 cents a pound, which is a reduction on previous quotations. The quotations on the new pack of California prunes show lower prices in some cases. The Christmas trade in dried fruits is reported to be even better than was expected and in some cases there is a doubt whether supplies will be sufficient to meet the demand.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 16
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 27
Do., 1 Crown	....	0 25
Do., 3 Crown	....	0 28
Do., 4 Crown	....	0 28½
Turkish Sultana, 5 crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16 oz.	0 25	0 27
Cal. seedless, cartons, 12 ounces	0 21	0 [illegible]
Do., 16 ounces	....	0 27¼
Currants, loose	....	0 20
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.	....	5 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 15	0 16
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 28
30-40s	....	0 25
40-50s	....	0 26
50-60s	....	0 20
60-70s	....	0 19
70-80s	....	0 18
80-90s	....	0 17
90-100s	....	0 16½
100-120s	....	0 16

Lower Prices for Oranges

Montreal.

FRUITS.—Cheaper fruit after the new year is predicted by the merchants of Bonsecours market who report that sales are rather slow and that on account of cheaper grades of oranges coming on this market that the general trend of prices will be lower after the Christmas trade is over. Mexican oranges are on the market for the Christmas trade as well as large consignments of Valencia and Spanish oranges. There is an advance reported on nearly all grades of apples. Fameuse apples are quoted from $1.50 to $2 per barrel higher. There is an advance of from 15 cents to $1 per barrel on other grades. California navel oranges are being offered as low as $5.75 per case, and Porto Rico oranges are selling at $4.75 per case. Lemons are quoted as low as $2.50 per case of 300. California lemons are selling at $4.75 per case. The demand for fruit is very good just now and the big supply of oranges on the

market indicates that lower prices may be expected after the Christmas trade.

Apples—		
Do., Fameuse, per bbl.	8 00	12 00
Do., Wealthy, No. 1, per bbl.	....	7 50
Do., No. 2, per bbl.	....	7 00
Do., Alexander, per bbl.	7 00	7 50
Do., Greening	....	8 00
Do., Baldwin	7 50	8 00
Do., Ben Davis	6 00	6 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Do., California	....	8 00
Lemons, Messina	2 50	4 75
Do., 100s and 150s	....	10 00
Do., 176s and 200s	....	10 00
Cal. Navel Oranges, 126-250s	5 75	8 50
Do., Florida, 150-216s	....	6 50
Porto Rico Oranges, 176, 200, 216	....	4 75
Pears, Keiffers, per hamper	....	3 00
Tokay Grapes, per box	....	5 00
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	9 50
Cranberries, per bbl.	....	16 00

Celery Quoted Higher

Montreal.

VEGETABLES.—Pumpkins are creeping up in price as they grow scarcer. They are now selling at two dollars per dozen. Boston lettuce is offered on the market at $1.60 per dozen and Canadian celery is a little dearer this week, selling at five dollars per case. There is no change in the potato market but prices are holding very firm. Brussels sprouts are offered at one dollar per dozen. Red onions are also a little dearer having advanced 25 cents per cwt. during the past week.

Brussel Sprouts, per doz.	....	1 00
Beets, per bag	0 75	0 90
Cucumbers, Montreal, per doz.	....	0 20
Cabbage, Montreal, bbl.	....	1 50
Cauliflower, per doz.	....	2 50
Celery, per crate	5 00	5 50
Chicory, doz.	....	0 50
Carrots, bag	....	1 00
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Boston Lettuce, per doz.	....	1 60
Lettuce, curly	....	1 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	2 00	2 25
Do., sweet, hamper	....	3 50
Pumpkins, per doz.	....	2 00
Spinach, box	....	0 75
Turnips, per bag	0 75	1 00
Montreal Tomatoes, per box	....	2 50
Spanish Onions, per case	5 00	5 50
Yellow Onions, per cwt., bag	....	1 50
Red Onions, per cwt.	....	2 50

ONTARIO MARKETS

TORONTO, Dec. 15.—Business in wholesale circles is reported satisfactory, but retailers are buying in small quantities. Supplies of yellow sugars are practically cleaned up. Granulated sugar is holding fairly steady at $11. Cereals are reduced all along the line. One brand of pancake and buckwheat flour is down 30 cents per case. Shelled walnuts and almonds are scarce, and it is doubtful whether stocks are sufficient to meet demands before the new goods arrive. Reports from India and Ceylon state that some tea plantations have closed in order to cut down production, which would indicate that a firmer tea market can be expected. Cream of tartar has been reduced. Peppers also show a slight shading. Currants are scarce, and raisins are picked up as fast as they arrive. Potato values again receded under heavy shipments and a slow demand. Laundry soaps are down 50 cents per case, but some wholesalers are selling below list prices.

Sugar Market More Stable

Toronto.

SUGAR.—There is a freer movement of sugar from the refineries with indications that the market has reached a stabilizing level. The general price for granulated is holding at $11.00 per hundred. Supplies of yellow sugars are practically cleaned up. The Acadia refineries expect to commence operating during the next week so that new supplies will be coming on the market before the end of the year. The raw sugar market continues weak with full duty sugars offered at 3 1-2 cents.

Syrups are Steady

Toronto.

SYRUPS.—There is no change in quotations on syrups and molasses, the market holding steady.

Corn Syrups —		
Barrels, about 700 lbs., yellow	....	0 08
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 15
Cases, 5-lb. tins, white, 1 doz. in case	....	6 85
Cases, 10-lb. tins, white, ½ doz. in case	....	6 55
Cases 2-lb. tins, yellow, 2 doz. in case	....	5 55
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 25
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 95
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	1 35
New Orleans, bls., gal.	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz. Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Cereals are Reduced

Toronto.

CEREALS.—A reduction of 25 to 75 cents per bag is announced on pot and pearl barley, buckwheat flour, cornmeal, corn flour, rolled wheat, cracked wheat, split peas, whole wheat flour and wheat kernels. Although millers are quoting rolled oats at $4.00 per bag, wholesalers are quoting at $3.80 in single bag lots. Wholesalers are buying in small quantities; one miller stated that six months ago the usual orders from wholesalers were for 50 to 100 bags but now they are only buying in five and ten bag lots.

	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	7 00
Barley, pot, 98s	5 50
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	5 70
Cornmeal, Golden, 98s	4 00
Oatmeal, 98s	4 90
Corn Flour, 98s	5 75
Rye Flours, 98s	7 00
Rolled Oats, 90s	3 80
Rolled Wheat, 100-lb. bbl.	7 25
Cracked wheat, bag	6 50
Breakfast food, No. 1	6 25
Do., No. 2	6 25
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	7 25
Blue peas, lb.	0 10
Marrowfat green peas	0 07
Graham Flour, 98s	4 70
Whole wheat flour	4 80
Wheat kernels, 98s	7 00
Farina, 98s	6 20

One Pancake Flour Down

Toronto.

PACKAGE GOODS. — Package goods are unchanged with the exception of White Swan pancake and buckwheat flour which has been reduced thirty cents per case bringing the price down to $3.70 per case of two dozen.

PACKAGE GOODS

Rolled Oats, 20s, round, case	5 60	5 80
Do., 20s, square, case	5 60	5 80
Do., 18s, case	2 00	2 12½
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 11½
Do., No. 2, lb. cartons	....	0 10
Laundry Starch	....	0 09¾
Do., in 1-lb. cartons	....	0 10¼
Do., in 6-lb. wood boxes	....	0 13¼
Do., in 6-lb. tin canisters	....	0 14
Celluloid Starch, case	....	4 70
Potato Flour, case 20 1-lb. pkgs.	....	2 60
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	6 80
Cornmeal, 24s	....	3 70
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	3 70
Buckwheat flour, 24s	....	3 70
Two-minute Oat Food, 24s	....	2 75
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 70
Do., pearl, case	....	3 70
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to to case	....	7 15
Do., Buckwheat Flour, 18 to case.	....	3 65
Do., Pancake Flour, 18 to case.	....	3 65

Shelled Nuts Scarce

Toronto.

NUTS.—Spot stocks of shelled walnuts and almonds are fairly well cleaned up and it is doubtful whether there will be sufficient to meet demands before the new goods arrive which are not expected to reach this market until after the new year. Those that have any supplies to offer have not changed

quotations although in some instances they have had to pay a higher price owing to re-purchasing from other jobbers. The new goods to arrive are quoted at lower prices.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	....	0 14
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	9 50
Cocoanut, unsweetened, lb.	....	0 35
Do., unsweetened, lb.	....	0 42
Do., shred	....	0 30
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 48	0 55
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	....	0 55
Peanuts, Spanish, lb.	....	0 15
Do., Chinese, 30-32 to oz.	....	0 12
Do., Java	....	0 14
Brazil nuts, lb.	....	1 20
Pecans, lb.	....	1 15

Tea Production Cut Down

Toronto.

TEAS.—Reports from India and Ceylon state that some of the tea plantations have been closed and the coolies dismissed. The reason for this it is stated is because stocks of low grade teas had accumulated to such proportions in London that prices were forced down far below the cost of production and that the only remedy was to cut down production. Another report states that fully seventy-five per cent. of the huge stocks of tea held in British warehouses has deteriorated by age and has become unfit for drinking purposes. This tea will probably have to be sold for chemical purposes or else destroyed. Importers are agreed that under these conditions the trade can very shortly look for a firmer tea market with the situation more stabilized.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Canned Goods Prices Vary

Toronto.

CANNED GOODS.—There is a fair demand for canned goods but in small lots, just enough to last for a few days. In this respect the market is no different than it has been for some time but quotations are merely nominal, wholesalers offering at considerably below list prices. It all depends upon the need of the seller to get ready money. The spread in prices on some lines, especially corn, peas and tomatoes, is very great and it is possible to get seven or eight different prices on one line.

Salmon—		
Sockeye, 1s, doz.	....	5 80
Sockeye, ½s, doz.	....	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 60
Choe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	....	1 72½
Peas, Standard, doz.	....	1 75
Do., Early June, doz.	1 90	2 00
Do., Sweet Wrinkle, doz.	....	2 25
Beets, 2s, doz.	1 45	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 5
Pumpkins, 2½s, doz.	1 20	1 25
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., do.	....	4 75
Peaches, 2s, doz.	....	3 50
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 27
Black Currants, 16 oz., doz.	....	5 15
Do., 4s, each	1 34	1 43
Gooseberry, 4s, each	1 20	1 43
Do., 16 oz., doz.	....	4 60
Peach, 4s, each	....	1 13
Do., 16 oz., doz.	....	4 50
Red Currants, 16 oz., doz.	....	5 50
Raspberries, 1 6oz., doz.	5 15	5 35
Do., 4s, each	1 34	1 43
Strawberries, 16 oz., doz.	5 15	5 55
Do., 4s, each	1 34	1 43

Cream of Tartar Lower

Toronto.

SPICES.—Spice manufacturers state that this past week has shown considerable improvement in business. Orders are coming in more freely but mostly for small lots and many of them rush orders. This would indicate that retailers' stocks are getting low and they can see no reason why business should not again soon become normal. Cream of tartar seems to be the weakest spot in the spice market, quotations are reduced ten cents per pound bringing the price down to 55 and 65 cents. Peppers also show a slight shading. Black pepper is now quoted at 30 cents and white at 42 cents per pound. Other spices are ruling fairly steady.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	....	0 65
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 45
Mustard, pure	....	0 55
Herbs — sage, thyme, parsley, Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	....	0 75
Peppers, black	....	0 30
Do., white	....	0 42
Paprika, lb.	0 80	0 85
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 55
Do., 80s	....	0 60
Do., 64s	....	0 70
Do., ground	0 40	0 50
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 20
Carraway seed, whole	....	0 30
Turmeric	....	0 28
Curry Powder	....	0 40
Cream of Tartar—		
French, pure	0 55	0 65
American high-test, bulk	0 55	0 65
2-oz. packages, doz.	....	1 50
4-oz. packages, doz.	....	2 50
8 oz. tins, doz.	....	5 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Dried Fruits in Demand

Toronto.

DRIED FRUITS. — Wholesalers and importers report business on dried fruits very good but some state that they are selling at a loss as in many instances goods are being sold below the price that they can be replaced at. Currants are rather scarce, both spot and primary stocks are fairly well cleaned up. Raisins are picked up as fast as they arrive and it is reported that this year's pack is practically all out of the grower's hands. Peels are in fair supply but show a good movement. Evaporated apples show a fair movement for the Western trade but not nearly as great as last year. Brokers who are in close touch with the evaporated apple situation state that evaporated apples are now offered at a price very close and in some instances below the cost of production which would indicate that there is a possibility for firmer prices later in the season.

Evaporated apples	....	0 15
Candied Peels—		
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	0 18½	0 19
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.	....	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 25
Dromedary, 9 doz. in case	....	7 25
Fard, per lb.	....	0 30
Hallowee dates, per lb.	....	0 16
Figs—		
Smyrna layers, 4 crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Pulled figs, 5-lb. box, each	....	1 50
Prunes—		
30-40s, 25s	....	0 23
40-50s, 25s	....	0 21
50-60s, 25s	....	0 18
60-70s, 25s	....	0 15½
70-80s, 25s	....	0 14
90-100s, 25s	....	0 11
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 28½
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas	....	0 26
Thompsons, Seedless	....	0 29
Valencia	0 23	0 25

Beans Move Freely

Toronto.

BEANS. — Business on beans has shown an improvement but like other lines of commodities, orders are being confined to small lots. There are fewer Japan beans offered this year, due no doubt to the fact that Ontario beans are selling at lower levels.

Ontario, 1-lb. to 2-lb. pickers, bus	....	3 00
Do., hand-picked, bus.	....	3 75
Japanese Kotenashi, per bus.	....	....
Limas, per lb.	0 12½	0 13
Madagascars, per lb.	....	0 12

Rice Continues Easy

Toronto.

RICE.—The rice market continues easy with quotations on Blue Rose reduced to 10 1-2 cents per pound.

Honduras, broken, per lb.	....	0 08
Blue Rose, lb.	0 10½	0 11
Siam, broken, per lb.	....	0 11

Siam, second, per 100 lbs.	13 50	14 50
Japans, per lb.	0 11½	0 12½
Chinese, XX	....	....
Do., Simiu	0 16	0 17
Do., Mujin, No. 1	0 15	0 16
Do., Pakling	0 14	0 15
White Sago	....	0 10
Tapioca, per lb.	....	0 10

Potatoes Tend Easier

Toronto.

VEGETABLES.—Lower prices are again manifested in the potato market. Large quantities are arriving and the demand is slow. The general price is from $1.75 to $1.85 but some dealers are asking as high as $2.00. Carrots, turnips and parsnips are also easier with prices down ten cents per bag. California head lettuce is in demand at $4.75 per crate which is 25 cents lower than last week. Heavy shipments of celery and cauliflower have arrived this week with prices holding steady. Hot house tomatoes are up five cents per pound, now quoted 45 cents. Hot house cucumbers are offered at $5.50 per dozen.

Cabbage, Can., per bbl.	....	1 25
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	1 00	1 25
Onions, 100-lb. sack	....	2 00
Do., Spanish, large crate	....	6 50
Potatoes, per bag	1 75	1 85
Sweet Potatoes, hampers	....	3 00
Celery, crates, 6 to 7 doz.	4 00	5 00
Hot House tomatoes, lb.	....	0 45
Mushrooms, 3-lb. basket	....	3 00
Cal. Head Lettuce, 4 doz. crate	....	4 75
Cauliflowers, standard crate	....	5 50
Hot House Cucumbers, per doz.	....	5 50

Cranberries Higher

Toronto.

FRUIT.—Heavy shipments of oranges and grape fruit are arriving daily. Quotations on both navel and Florida oranges are down 50 to 75 cents per case. Cranberries are higher, now quoted at $10.00 per half barrel box. Malaga grapes are in demand at $12 to $14 per keg. Bananas are arriving freely and prices are one cent per pound lower.

Oranges, Floridas—		
126s, 150s, 176s, 200s, 216s	5 50	6 00
220s	....	5 50
288s, 324s	....	4 50
Cal. Navels, per case	5 75	7 25
Grapefruit—		
64s, 70s, 80s, 96s	5 50	5 75
Bananas, Port Limons	....	0 08½
Lemons, Cal.	....	4 00
Do., Messinas, 30s	....	4 50
Pears, Oregon, per box	....	6 50
Grapes—		
California Emperors	....	....
Do., drums	....	8 50
Malagas, bbls.	12 00	14 00
Apples, Ontario—		
Spies, No. 1s	....	7 00
Spies, No. 2s	....	6 00
Baldwins, No. 1s	....	6 00
Baldwins, No. 2s	....	5 00
Greenings, No. 1s	....	6 00
Greenings, No. 2s	....	5 00
B. C. in boxes	....	3 85
Cranberries, ½ barrels	....	10 00
Tangerines, Florida	4 50	5 75

Honey Market Steady

Toronto.

HONEY.—There is nothing of interest to report on honey. The demand is light and quotations are steady.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
Honey, Extracted, white clover Ontario, No. 1, white clover, in 30 and 60 pound tins	....	0 25
10 lb. tins, per lb.	....	0 26
5 lb. tins, per lb.	....	0 27

Flour Prices Unchanged

Toronto.

FLOUR.—Quotations on flour are unchanged. The market is unsettled in view of the fluctuations in the wheat market.

FLOUR—		
Patent Firsts, in jute bags, per barrel	....	11 10
Do., seconds, in jute bags, per barrel	....	10 60

Millfeeds in Demand

Toronto.

MILLFEEDS.—There is an active demand for bran and shorts with quotations unchanged.

MILLFEEDS—		
Shorts, per ton	....	42 25
Bran, per ton	....	40 25
Choice Middlings, ton	....	52 25

Soaps Drop 50 Cents

Toronto.

SOAP.—A reduction of 50 cents per case on laundry soaps is announced, bringing the price down to $9.00 Although $9.00 is now the list price on soaps, some wholesalers are offering at $8.60 per case. Small ivory is now quoted at $8.00 and large at $13.50 per case. Lennox 100's is $7.50 and 120's $5.75 per case. Sea Foam soap chips has been reduced to $5.40 per case of 24 packages.

WINNIPEG MARKETS

WINNIPEG, Dec. 15.—The markets this week for general groceries show few price changes. The cereal market is steady under a fair demand. It is rumored that an advance in the price of coffee can be expected but the market at the present time is very dull. Rice and tapioca have a weak tone. Raisins are firmer. Fruit and vegetables are steady under a quiet demand.

Sugar Situation Settled

Winnipeg.

SUGAR.—There has been a change in the sugar market this week and refiners have made a settlement to the effect that granulated sugar is now quoted at $12.00 per cwt. Wholesalers report business as fairly good but retailers are still continuing to buy sugar as they require it.

Syrups Unchanged

Winnipeg.

SYRUPS.—There is no change in quotations on cane or corn syrups. The demand is fair.

CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 45
Cases, 5-lb. tins, white, 1 doz. in case	....	7 20
Cases, 10-lb. tins, white, ½ doz. in case	....	6 95
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 95
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 85
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 60
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 35
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	6 35
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz.	....	24 50
Pure, 10s, per case of ½ doz.	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Cereals Are Steady

Winnipeg.

CEREALS.—The cereal market is weak. The demand for all bulk cereals has been fairly good but package cereals are reported quiet.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons	4 75	6 00
Do., 36s, case, square pkts.	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	....	3 80
Puffed Wheat, 3 doz. case, case	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Cream of Wheat, 3 doz. case, case	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case	....	3 75
BULK CEREALS		
Rolled Oats, 80s, per bag	....	3 10
Do., 40s, per bag	....	1 58
Do., 20s, per bag	....	0 83
Do., 10-8s, per bale	....	3 95
Do., 15-6s, per bale	....	4 80
Oatmeal, 98s, gran, or stand., bag	....	5 50
Wheat Granules, 98s, per bag	....	6 25
Do., 16-6s, per bale	....	7 00
Peas, whole, green, 100-lb. bag, per bush.	....	4 75
Do., split, yellow, 98s, per bag	....	8 45
Do., split, yellow, 49s, per bag	....	4 30
Beans, fancy, hand picked, 100 lb. bag, bushel	....	4 55
Do., Lima, 100-lb. bag, per lb.	....	0 14
Barley, Pot, 98s, per bag	....	4 25
Do., pearl, 98s, per bag	....	5 75
Cornmeal, 98s, per bag	....	3 40
Do., 24s, per bag	....	0 90
Do., 10-10s, per bale	....	4 65
Buckwheat grits, whole, 98-lb. bags, per bag.	....	10 25

Coffee Firmer

Winnipeg.

COFFEE.—While there has been no material change in quotations on coffee there are rumors that an advance in prices is expected. However the market at present is reported very dull.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Snatos, lb.	0 42	0 44
COCOA—		
In 1-lbs., per doz.	....	6 80
In ½-lbs., per doz.	....	3 40
In ¼-lbs., per doz.	....	1 75
In small size, per doz.	....	1 30

Spices Hold Steady

Winnipeg.

SPICES.—There is no change in the spice market. Quotations are holding steady under a very quiet demand. Spot stocks have been gradually used up and spice grinders are reported to be buying only immediate requirements.

Allspice, Jamaica, best quality, lb.	....	**0 23**
Cassia, Batavia, per lb.	....	**0 38**
Do., China, per lb.	....	**0 25**
Chillies, per lb.	....	**0 55**
Do., No. 1, per lb.	....	**0 53**
Cinnamon, Ceylon, per lb.	....	**0 85**
Do., No. 10, carton, doz.	....	**1 00**
Cloves, Penang, per lb.	....	**0 95**
Do., Amboyna, per lb.	....	**0 90**
Do., Zanzibar, per lb.	....	**0 75**
Ginger, washed, Jamaica, No. 1.	....	0 65
Do., Jamaica No. 2	....	**0 40**
Do., Japan or Africa, lb.	....	**0 20**
Mace, extra bright Penang, lb.	....	**0 80**
Nutmegs, ex. large brown, 70 to lb., per lb.	....	**0 70**
Do., large brown, 85 to lb., lb.	....	**0 65**
Do., med. brown, 110 to lb., lb.	....	**0 55**
Do., carton of six, per doz.	....	**0 80**
Pepper, black, Singapore ex., lb.	....	**0 36**
Do., white, do., per lb.	....	**0 60**
Pickling, ¼-lb. pkg., per doz.	....	**1 00**
Do., bulk, No. 1, per lb.	....	**0 28**

GROUND SPICE.

Allspice, bulk, per lb.	....	**0 25**
Do., No. 2, per lb.	....	**0 25**
Do., 2 oz. cartons	....	**0 80**
Do., 4 oz. cartons	....	**1 20**
Cassia, No. 1, bulk, per lb.	....	0 30
Do., No. 2, bulk, per lb.	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	**0 45**
Do., 2 oz. cartons	....	**1 15**
Do., 4 oz. cartons	....	**1 75**
Cloves, bulk, per lb.	....	**0 80**
Do., 2 oz. cartons	....	**1 70**
Do., 4 oz. cartons	....	**2 75**

Rice Market Weak

Winnipeg.

RICE.—The rice market continues in a weak condition and lower prices on rice are being looked forward to around the first of the year. Tapioca also remains weak.

RICE—		
No. 1 Japan, 10-lb. sacks, lb.	....	0 13
Do., 50-lb. sacks, lb.	....	0 13½
Siam, Elephant, 100-lb. bags	....	0 09½
Do., 50-lb. bags, lb.	....	0 09⅝
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 08¾
Do., in less quantities, lb.	....	0 09
Tapioca, pearl, per lb.	....	0 08¾

Canned Goods Steady

Winnipeg.

CANNED GOODS. — There is no change in quotations on canned goods this week. Prices remain steady. The demand for canned fruit and fish is very quiet but canned vegetables are moving a little more freely.

Raisins Are Firm

Winnipeg.

DRIED FRUIT.—California raisins remain firm owing to the heavy demand and lower prices are not being looked forward to. The prune market remains weak and a decline in price is expected after the first of the year. Currants remain firm and prices are considered reasonable in comparison with raisins. All other lines of dried fruit remain unchanged.

DRIED FRUIT

Evaporated Apples, per lb.	....	0 18
Currants, 90-lb., per lb.	....	0 22
Do., 8 oz. pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 20
Do., Tunis, bulk, lb.	....	0 26¾
Do., Package, 3 doz. case, lb.	....	0 15
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt.	....	**0 35**
Peaches, standard, per lb.	0 28	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	1.56	1.62
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton.	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 24
40-50s, 25s, per lb.	....	0 19½
50-60s, 25s, per lb.	....	0 18¾
60-70s, 25s, per lb.	....	0 16¾
70-80s, 25s, per lb.	....	0 15
80-90s, 25s, per lb.	....	0 13½
90-100s, 25s, per lb.	....	0 13½
In 5-lb. cartons, per carton	....	1 25
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Cal., bulk, seeded, 25-lb. boxes	....	0 28
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	....	0 23
Do., bulk., seedless, 25-lb. boxes, per lb.	....	0 27½
Apricots, choice, 25s, lb.	....	0 45
Do., 10s, lb.	....	0 47
Do., Standard, 45s, lb.	....	0 40
Do., choice, 10s, lb.	....	0 42
Do., fancy, 45s, lb.	....	0 50
Do., do., 10s, lb.	....	0 52

Shelled Walnuts Higher

Winnipeg.

NUTS.—The shelled walnut market this week shows a further increase due on account of the partial failure of the French walnut crop and of the improvement shown on foreign exchange. Bordeaux halves will command higher prices throughout the coming season. There is not much material change in the shelled almond market and spot stocks are still very good property. The demand has been very active. Shelled peanut market shows no change from last week and although the figures quoted are quite attractive there seems to be very little movement of same.

NUTS, SHELLED—		
Almonds, per lb.	0 50	0 54
Spanish Peanuts, No. 1, per lb.	....	0 14
Pecans, per lb.	....	1 10
Walnuts, per lb.	....	0 54
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb	....	0 25
Almonds, per lb.	....	0 30
Filberts, per lb.	....	0 20
Walnuts, per lb.	....	0 25
Pecans, per lb.	....	0 30

Flour Market Steady

Winnipeg.

FLOUR.—The flour market continues steady with no change in quotations. Best quality Manitoba flour is quoted at $10.85 per barrel with 98 pound jute sacks at $5.42 1-2. Retailers continue to buy in small quantities.

Malaga Grapes Scarce

Winnipeg.

FRUIT.—Malaga grapes are reported very scarce and are quoted at $16.00 per keg. Florida grape fruit prices remain unchanged and they are being offered from $7 to $8 per case. Bananas are arriving more freely. Japanese oranges are in good demand and are selling freely at $2.50 per bundle. Winter apples are in good demand and prices remain unchanged.

Vegetables Steady

Winnipeg.

VEGETABLES. — There has been no change in the price of vegetables during the week. Potatoes are bringing around $2.00 per bag. California head lettuce is quoted at $7.50 per case and cauliflower at $3.50 per case. California lug tomatoes are in good demand and are offered at $6.00 per lug. Valencias onions are quoted at $7.50 per case while British Columbia onions are bringing around 2½ cents per pound. Casaba melons are fairly active at $5 per case, while cranberries are in good demand for the Christmas trade and are now quoted at $17.00 per barrel. Other vegetables are steady and prices unchanged.

CO-OPERATIVE STATEMENT

Continued from Page 27

That is a rule for you! He will not be burdened with a lot of useless frills of work and expense.

Let me say in passing that it is my aim, just as he has discerned, to help the retailer in my limited way. To do that, I must think of him alone for nobody can carry water on both shoulders. I can "pull" for nobody but him if I am to do this work successfully. But this does not mean that any other branch of trade need suffer thereby. In fact, no legitimate branch can suffer thereby. Every legitimate jobber or manufacturer benefits in exact proportion as the retailer benefits from anything, and he suffers when the retailer suffers. Therefore, I do the best I can hope to do for all branches when I confine my efforts to the present - day under dog—the retailer—and I am happy when I learn that any one of them find help in my work.

My Friend's Circular is Good

The circular enclosed is evidently a reprint from the newspaper ad. It is good in that it can be sincere and its faults are not serious. There is a stock cut used at the top which is useless, in that it has no individuality. Better use plain type, in your own way, following your own or your printer's good taste than one of those cuts—but at that there is no particular harm done, Provided:

That every statement you make in your text is lived up to so that every customer who may be induced to go to your store through a reading of the ad. will find things just as you say they will be. That is the test by which you will stand or fall in your community.

If your preamble statement, which is harmless in its wording, covers actual conditions in your business; if you are a careful merchant; if you know merchandise and buy it with an eye to your customer's benefit; if your goods are actually as represented, then your customers will soon learn that your slightest word is to be relied on and how you say that word will be a matter of little importance.

But be careful to let your talk be backed up with performance in every instance, or it would be much better not to advertise. For the man who does not promise anything can fall short of expectations with less risk than he who challenges attention through advertising.

Those are the main fundamentals of advertising success. They happen also to be the fundamentals of any business success. Think them over and good luck will go with you.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, Dec. 15.—Christmas business is reported satisfactory by both wholesalers and retailers. Local laundry soaps dropped 25 cents per case. Fresh eggs are quoted at 70 cents per dozen. Butter at 55 cents and cheese 29½ cents per pound. Pure lard is now 30 cents and compound lard 23½ cents per pound. Beef is selling at $13.50. Lamb $29. Mutton $25. Veal $22. Pork $24 per hundredweight. Apples are in good demand at unchanged quotations. California grape fruit is quoted at $5. Lemons $4.50. Navel oranges $7.50.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 15.—Rolled oats dropped 35 cents per bag. Rogers syrups are down 30 cents on twos and 35 cents per case on other sizes. Most laundry soaps are down 40 to 50 cents per case. Crisco is reduced four cents per pound. Pure lard is also easier now, quoted $16 per case for threes. Evaporated apples are lower. Fifty pound cases are now 15½ to 17½ cents per pound and 25s at 16½ to 18½ cents. prices are considerably lower, now quoted Cooked hams are one cent lower. Jam around $13.20 per dozen four pound tins.

Beans, B.C.	7 25	7 50
Rolled oats, 80s	....	3 25
Rice, Siam	9 00	10 25
Japan, No. 1	10 00	12 50
Tapioca	8 00	9 00
Sago	8 00	9 00
Sugar, pure cane, gran., cwt.	....	13 02
Cheese, No. 1, Ont., large	0 30	0 31
Alberta cheese, twins	....	0 30
Do., large	....	0 29½
Butter, creamery, lb.	....	0 58
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s	....	16 00
Eggs new laid, local, case	....	27 00
Do., storage, case	19 50	21 00
Tomatoes, 2½s, standard, case	4 25	4 50
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case	4 35	4 60
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case	10 00	10 30
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples evaporated 50s	0 15½	0 17½
Do., 25s, lb.	0 16½	0 18½
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 10¾	0 11
Do., 70-80s	0 13¾	0 14½
Potatoes, local, ton	....	45 00
Walnuts, per lb.	....	0 30
Pecans, lb.	....	0 30

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 15.—With the approach of the Christmas season business on the local grocery market showed a decided improvement this week. The stocks, particularly in the country produce lines, are better than they have been for some time. A general gradual decline continues in a great many lines. Ordinary cornmeal dropped to $3.15. Rolled oats declined 50 cents, now quoted $10. A cut of $2 per hundred was made on Siam rice, now quoted $10 to $10.50. Molasses is down to $1 and $1.05. Eggs are firmer. Fresh are now selling at 90 cents to $1 per dozen and case eggs at 70 to 80 cents. Pure lard declined to 28 and 28½ cents and compound to 19¼ to 19½ cents. American pork dropped $2, now quoted $51 to $53. Breakfast bacons range from 40 to 45 cents. Lemons are slightly firmer at $6 to $7, but oranges experienced a decline. Floridas are now selling at $6 to $7 and Californias $6 to $8.50. Malaga grapes are quoted at $10 to $12 per keg.

Flour, No. 1 patents, bbls., Man.	....	13 35
Cornmeal, gran., bags	....	4 60
Do., ordinary	....	3 15
Rolled oats	....	10 00
Rice, Siam, per 100 lbs.	10 00	10 50
Tapioca, 100 lbs.	15 00	16 00
Molasses	1 00	1 05
Sugar—		
Standard, granulated	....	11 10
No. 1, yellow	....	10 35
Cheese, N.B.	0 29½	0 30
Eggs, fresh, doz.	0 90	1 00
Do., cast	0 75	0 80
Lard, pure, lb.	0 28	0 28½
Do., compound	0 19¼	0 19½
American clear pork	51 00	53 00
Tomatoes, 2½s, standard, case	....	4 20
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 40	0 45
Butter, creamery, per lb.	....	0 65
Do., dairy	....	0 60
Do., tub	....	0 58
Peaches, 2s, standard, case	7 15	7 20
Corn, 2s, standard, case	....	3 60
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....
Potatoes, per bbl.	....	3 50
Lemons, case	6 00	6 50
Oranges, Florida	6 00	7 00
Do., California	6 00	8 50
Bananas, lb.	....	0 13
Grapefruit, case	7 00	8 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

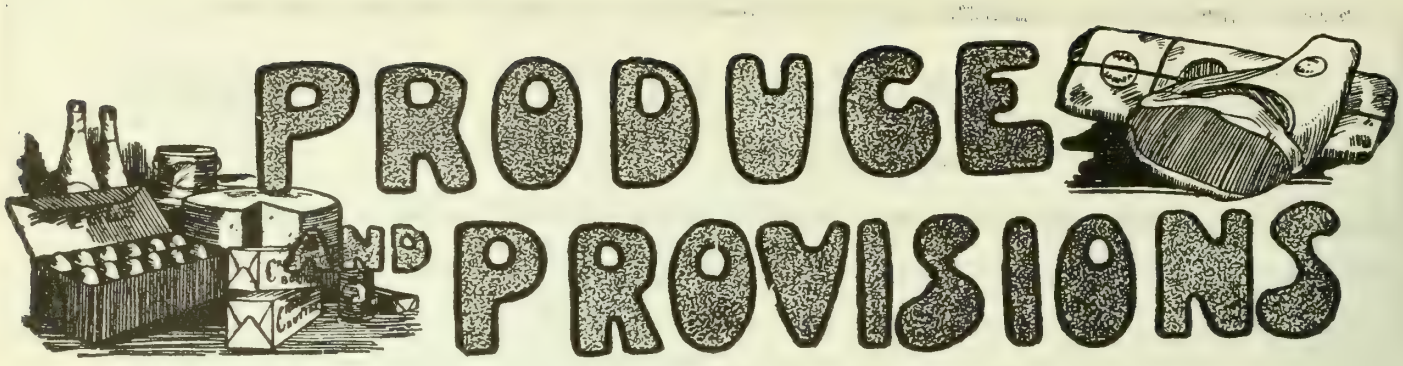
Halifax, N.S., Dec. 15.—Most grocery lines remain steady. Butter is lower, while eggs have advanced. Wholesalers state that eggs will be higher for some time. Large supplies of apples are arriving. Kings range from $5.50 to $7. Bishop pippins $4.50 to $6 and Spys $5.50 to $7. Oranges show a slight decrease, now quoted at $7.50 to $8.50.

Flour, No. 1 patents, bbl.	....	14 50
Cornmeal, bags	....	3 60
Rolled oats, per bag	....	4 90
Rice, Siam, per 100 lbs.	9 50	12 50
Tapioca, 100 lbs.	....	13 00
Molasses (extra fancy Barbadoes)	....	1 15
Sugar, standard, granulated	....	11 00
Do., No. 1, yellow	....	10 25
Cheese, Ont., twins	....	0 28
Eggs, fresh, doz.	....	0 85
Lard, compound	....	0 21½
Lard, pure, lb.	....	0 30
American clear pork, per bbl.	....	52 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 50
Hams, aver. 9-12 lbs.	....	0 43
Do., aver. 12-18 lbs.	....	0 43
Do., aver. 18-25 lbs.	....	0 40
Roll bacon	....	0 35
Butter, creamery, lb.	....	0 55
Do., dairy	....	0 48
Raspberies, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 80
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	1 92½
Strawberries, 2s, Ont., doz.	....	5 10
Oranges, all sizes	7 50	8 50
Grapefruit, Florida, case	....	6 50
Do., Jamaica	....	5 50
Apples—		
Kings	5 50	7 00
Pippins	4 50	6 00
Spys	5 50	7 00
Oats, per bush.	....	1 05

LOOK ON IMPORTATION OF CANADIAN WHEAT WITH RELIEF

It would seem that the Washington bureaus look upon the importation of wheat from Canada with some degree of relief as against the American farmer's demand for $3.00 a bushel which seems to find no support at the hands of our bureaucratic friends.

Canada's wheat crop for this year is estimated at 290,000,000 bushels including the supply carried over from last year estimated at 6,000,000 bushels. One-half of this amount is available for American millers and it is coming into this country at the rate of 10,000,000 bushels per month. This wheat is bringing on an average of $1.78 per bushel at Minneapolis, but it should be remembered that when the American miller pays for this wheat is upon a gold basis and two bushels of wheat at $1.78 per bushel nets the Canadian farmer $3.56 which is equivalent to 6 cents more than an English pound worth $4.87. This condition is brought about by the foreign exchange which rates the English pound at $3.50. The profit on the exchange therefore is equivalent to 65 cents per bushel, more than enough to sack the wheat and lay it down in Minneapolis.—Idaho Department of Agriculture.



Now Sell From Twelve to Fifteen Sides of Bacon Weekly

Hood and Bennalick, Guelph, Ont., Believe That a Meat Slicer Not Only Increases Business in Smoked and Cooked Meats, but Provides a Service That is Appreciated.

"BEFORE I purchased that meat slicer we never sold more than two or three sides of bacon each week," remarked Mr. Hood, of Hood and Bennalick, Guelph, Ont., to a representative of Canadian Grocer recently, when discussing the value of a meat slicer in a grocer's business. "Our sales of bacon now average from twelve to fifteen sides weekly, and I think our turnover in smoked meats has been largely stimulated because of the meat slicer. We have only had the slicer three years and it certainly has more than paid for itself. There is no doubt about it, but a good meat slicer attracts business to the provision department of any grocery.

Service to Customers

"People like to go where they know they can have their bacon or cooked ham sliced in their own particular way. Service to your customers always brings results and this is one way in which the grocer can do much in the way of getting new business."

Mr. Hood, apart from the accommodation to his trade, expressed the opinion, that from an economical standpoint, the value of a slicer in the store, was worth a good deal. With a slicer, be stated, there was practically no waste. He was able to dispose of the entire bacon or ham at a profit and he believed that in slicing them with a knife this was not possible.

Turkey Prices are Uncertain

Supplies in the Country are Believed to be Fairly Plentiful But it is Stated That Farmers Are Holding Them for High Prices.

TORONTO, Dec. 15. — Poultry dealers state that shipments of turkeys, geese and ducks are light at present but are of the opinion that there are plentiful supplies throughout the country. Farmers are apparently holding back shipments, undoubtedly looking for higher prices nearer the holidays. Prices at the present time are about the same as last year, but just what the price will be for the Christmas trade, no one will venture to say.

"It is very hard to form an opinion in regard to turkeys for Christmas, both as to quality and price," stated one poultry dealer to Canadian Grocer. "We believe there is a large supply in the country, but they are holding them for a high price. There will be a good demand for turkeys, providing that the price is not too high, but if farmers hold the price up, and make the consumer pay too high for his Christmas turkey, somebody will get hurt, as they will be caught with a large quantity and a small demand."

Shipments of chickens are fairly heavy with quantities still moving into the freezers. Prices generally show an advance of two cents per pound.

MONTREAL ABATTOIR IS TO BE CLOSED

Montreal.—(Special).—The eastern abattoir of the Montreal Abattoir Company on Delorimier Avenue, near the race track, is to be closed. The president of the company, A. B. Colville, with legal advisers, waited upon the administrative commissioners and informed them that this was the intention of the company, in order to reduce operating expenses, and that as the city is interested in the operations of the company, through its contract, it was thought advisable to inform the authorities of their intention as the city might have some interest in this connection.

Potato Prices Getting Back to Early Fall Level

Toronto, Dec. 15.—Potato prices are generally getting back to the early fall level. The average price now quoted by dealers to the retail trade is $1.75 per bag, but some dealers are asking as high as $2, as compared with $2.75 one month ago and $1.65 during the latter part of October when potato digging was in full swing. Heavy shipments have been arriving every day, but the demand is extremely slow. The average consumption of potatoes in the city of Toronto is around twelve carloads or 4,800 bags per day, but even taking this into consideration and the fact that Toronto is a distributing point, the quantities arriving are far greater than the demand. Undoubtedly the continued mild weather has something to do with the heavy shipments, but a big factor in the situation is the fact that neither wholesalers nor retailers are storing any quantity this season as they were doing in the past years. Canada's potato crop this year is well up to normal and with the United States having surplus of something like 13,000,000 bushels it is not likely that last year's high prices will be reached.

A Special Case For the Display of Cheese Helps Sales

Frank Taylor, grocer, Niagara Falls, Ont., has a unique idea for the display of cheese, and he declares that it has meant much in the way of stimulatinng sales of cheese. He has a large showcase, different from the average silent salesman, in that it is taller than wide. It stands near the provision department, where cooked and smoked meats, butter and eggs are kept. It cannot fail to attract attention, and Mr. Taylor states that it has sold a lot of cheese for him. Mr. Taylor makes a specialty of selling old cheese and he told a representative of Canadian Grocer that his sales of old cheese were on a large scale. This was the result of building up a reputation for carrying this line and Mr. Taylor declared that he got a big price for the old cheese he sold.

Where Refrigerator Counters Mean Attractive Displays That Result in Increased Sales of Meats



Gibson Gage Co., Ltd., Winnipeg, have their own freezing plant in their store, and believe it is a splendid advertisement for their meats. Long refrigerator counters, as indicated in this photograph, extend down both sides of the store, making attractive displays always possible.

Slump in Fish Prices Not Likely

Decline in Fish Prices Took Place Two Years Ago at Time of Armistice—Present Fish Stocks are Not Unduly Heavy

By D. B. Drysdale

FROZEN and smoked fish prices are not likely to recede. With commodity markets dropping down alarmingly in every direction a goodly number of dealers have been wondering as to the trend of fish prices. It can safely be said in regard to this commodity that there does not appear to be any danger of a severe slump in the near future as far as can be foreseen at the present time. There may, of course, be a slight shading off in some lines and possibly an advance in other lines, but from all present information at hand, fish stocks do not seem to be unduly heavy, and consumption is holding up fairly well. It might be of interest in explaining this feature to say that the fish business suffered its after the war reverse two years ago.

Fish Slump Two Years Ago

It will be recalled that the armistice was declared on November 11, 1918, and at that time the cold storages of the United States and Canada were crowded to capacity with fish, some of which was intended for shipment overseas, and the balance for consumption in North America to take the place of meats, which, of course, at that time, were reserved for shipment to the armies.

With the war over, restrictions on meat were dropped entirely and stocks of fish were far in excess of requirements, with the result that prices tumbled to such a degree that it is very doubtful if any house in Canada or the United States made money on the season's operations. There are some of the wholesale dealers who have not even yet recovered from the effects of the blow that they received at that time. However, as in most cases, this collapse brought its own cure and this year fish have been produced in quantities that the market seems reasonably sure to absorb.

Eastern Business Depressed

This refers, of course, to varieties of frozen and smoked fish and does not refer to dried salt cod, etc. Eastern dealers in salted cod are having extreme depression and this industry is practically at a standstill owing to the fact that depreciated foreign currencies will not pay for the cost of production.

Prices of Christmas Trees are Higher Than Last Year

Montreal (Special).—With the colder weather and good sleighing throughout the province, Christmas trees are arriving. The first shipments are seen outside the larger grocery stores. It is stated by some of the grocers that the prices are a little higher than last year but that the supply will be equally as good if the roads keep open. The 7 to 9 ft. Christmas trees are selling from $2.00 to $4.00, the 5 to 7 ft. from $1.50 to $2.00 and the smaller ones from $1.00 up. Orders for these are already coming in to grocers and it is expected that there will be a demand for all the supplies that come. The supplies that are now here are being delivered direct to the retail grocers who have had them ordered and the supply for jobbing trade was expected in this week.

Thieves gained entrance to H. S. Hensel's grocery store at Dundas and Ridout streets, Toronto, a few nights ago. About five dollars in money, a revolver and a camera were stolen.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 15.—There is a firmer tone this week to the pork market due to smaller offerings on the market. Despite this there is a reduction of between two and three cents per pound on bacon. Hams are however unchanged in price. There is also another decline in the quotation on lard and shortening but the stronger market for hogs will no doubt strengthen this market. There is however a big supply of lard on the market. Higher prices are being asked for fresh eggs and strictly fresh are now being sold at from 48 to 92 cents per dozen. There is a better demand for fowl this week with good supplies except in turkeys which are not so plentiful. An increased demand with a steady market is expected during the next two or three weeks. There is an improved market for butter this week due to an increased demand for export trade. The cheese market is unchanged.

Pork Market Firmer

Montreal.

FRESH MEATS.—A firmer feeling has prevailed this week in the hog market on account of the smaller offerings and a keener competition among buyers for the supplies to meet immediate demands. The local market remains firm with unchanged quotations which still is a higher price bid at $16 to $16.25 than offered at other centres. There is no change in the beef market this week. Quotations on beef chucks are the only changes made and these are quoted one cent per pound lower.

FRESH MEATS

Hogs, live (selected)	0 16 — 0 16½
Hogs, dressed—	
Abattoir killed, 65-90 lbs.	0 23 — 0 29
Fresh Pork—	
Legs of pork (foot on)	.... — 0 33
Loins (trimmed)	0 38 — 0 39
Bone trimmings	.... — 0 28
Trimmeds houlders	0 28 — 0 29
Untrimmed	.... — 0 26½
Pork sausage (pure)	.... — 0 25
Farmer sausage	.... — 0 20
Spring lamb, carcass	0 22 — 0 26
Fresh sheep, carcass	0 16 — 0 18

Fresh Beef—

(Cows)			(Steers)	
$0 16	$0 23	—Hind quarters..	$0 18	$0 26
0 10	0 14	..Front quarters..	0 10	0 16
0 24	0 34	..... Loins	0 30	0 42
0 16	0 26	..... Ribs	0 16	0 30
0 10	0 13	.... Chucks	0 10	0 15
....	0 20	..... Hips	....	0 12

Calves (as to grade) ..... 0 18 — 0 30

Barrelled Meats Unchanged

Montreal.

BARRELLED MEATS.—There is no change in the market for barrelled meats. The firmer tone to the pork market is reflected in the barrelled meat market so far as pork is affected and prices remain unchanged with a fair demand locally.

BARRELLED MEATS

Barrel Pork—	
Canadian short cut (bbl.), 30-40 pieces	.... — 56 00
Clear fat backs (bbl.), 40-50 pieces	.... — 48 50
Heavy mess pork (bbl.)	.... — 38 50
Plate Beef	.... — 25 00
Mess Beef	.... — 28 00

Lower Prices on Bacon

Montreal.

SMOKED MEATS.—Although there is a firmer tone to the hog market the feature of the provision market this week is the weakness in the market for bacon with some lower prices. There is a drop of three cents per pound in some cases which is attributed to the increase in the production and the falling off in consumption. Trade is rather quiet this week with sales of breakfast grades in a wholesale and jobbing way being made at from 43-44 cents per pound. Windsor selected boneless is selling at from 49-50 cents per pound. There is no change in quotations made on hams.

BACON—	
Breakfast, best	0 37 — 0 44
Smoked Breakfast	0 43 — 0 45
Cottage Rolls	.... — 0 36
Picnic Hams	.... — 0 30
Wiltshire	0 43 — 0 46½
MEDIUM SMOKED HAMS—	
Weight, 8-14, long cut	.... — 0 38
Do., 14-20	.... — 0 38
Do., 20-25	.... — 0 32
Do., 25-35	.... — 0 29
Over 35 lbs.	.... — 0 28

Cooked Meats Unchanged

Montreal.

COOKED MEATS.—There is no change in the market for cooked meats this week. The demand at this season of the year is limited. Quotations on head cheese are added to the list this week and there is a fair demand for this line throughout the year.

Jellied pork tongues	.... — 0 40
Jellied pressed beef, lb.	.... — 0 37
Ham and tongue, lb.	.... — 0 42
Veal	.... — 0 33
Hams, cooked	0 61 — 0 68
Pork pies (doz.)	.... — 0 80
Mince meat, lb.	0 17½ — 0 19
Sausage, pure pork	.... — 0 25
Bologna, lb.	.... — 0 14
Ox tongue, tins	.... — 0 63
Head Cheese, 1-lb. molds, per doz.	.... — 2 00
Do., 6-lb. tins, per lb.	.... — 0 16
Do., 25-lb. pails, per lb.	.... — 0 15

Fresh Eggs Are Higher

Montreal.

EGGS.—There is a stronger feeling this week in the market for eggs due to the smaller production with no sign of a falling off in the demand. The result is a tendency towards a shortage of strictly fresh eggs. The quotations have in most cases advanced two cents per dozen on strictly fresh and selected eggs. The best grades are selling at from 87 to 92 cents per dozen.

EGGS—	
Strictly fresh	0 82 — 0 92
Selects	.... — 0 72
No. 1	.... — 0 64

Lower Prices on Lard

Montreal.

LARD.—With the lower prices on hogs during the last week lard has taken another drop and quotations now stand at 27-28 cents for pure lard in bricks and 23 1-2 to 25 cents for tierces. However the firmer tone to the hog market in the early part of this week lends strength to the lard market. Reports are that business in this line is rather quiet with supplies quite sufficient to meet demands.

LARD—	
Tierces, 360 lbs.	0 23½ — 0 25
Tubs, 60 lbs.	0 24 — 0 25½
Pails, 20 lbs.	0 24½ — 0 25½
Bricks	0 27 — 0 28

Shortening Prices Reduced

Montreal.

SHORTENING. — Following the quotations on lard there is a reduction again this week in quotations on shortening. The same market conditions that prevail for lard influence the prices on shortening. One pound bricks are now quoted at 22 cents.

SHORTENING—	
Tierces, 400 lbs., per lb.	.... — 0 19½
Tubs, 60 lbs., per lb.	.... — 0 20
Pails, 20 lbs., per lb.	.... — 0 20½
Bricks, 1 lb., per lb.	.... — 0 22

Cheese Prices Unchanged

Montreal.

CHEESE. — The receipts for cheese last week were smaller than for the corresponding week of last year and smaller than the receipts for the previous week. Local quotations are unchanged.

CHEESE—	
New, large, per lb.	.... — 0 27
Twins, per lb.	.... — 0 27
Triplets, per lb.	.... — 0 27
Stilton, per lb.	.... — 0 37
Fancy old cheese, per lb.	0 33 — 0 34
Quebec	0 27 — 0 29

Butter Market Stronger

Montreal.

BUTTER.—More strength is given to the butter market this week through a better export demand. The market quotations given here are however unchanged.

BUTTER—	
Creamery prints, qual., new..	0 53 — 0 54
Do., solids, quality, new....	0 52 — 0 53
Dairy, in tubs, choice	0 48 — 0 50
Do., prints	.... — 0 49

Bigger Demand for Fowl

Montreal.

POULTRY. — There is no particular change in quotations made on poultry this week but the wider range in quotations is quite noticeable. The general run of prices is about the same and a firmer tone to the market may be expected during the next two weeks. This week a noticeable increase in demand has given strength to the market and favorable weather conditions are providing

a supply at hand which is sufficient to meet present demands. The biggest offerings are dressed fowl. Turkeys are not as plentiful on the market as might be expected at this season.

POULTRY—

Turkeys, per lb.	0 48	0 52
Chickens	0 32	0 35
Fowl	0 25	0 33
Roosters	0 23	0 25
Ducks	0 33	0 40
Geese	0 29	0 31

ONTARIO MARKETS

TORONTO, Dec. 15.—With the exception of eggs and fish the produce and provision markets are ruling with a distinctly easy tone. Live hogs are a shade stronger under light receipts but packers are talking lower prices for the end of the week. Fresh pork cuts are again reduced one cent per pound. Cattle shipments at the Union Stock Yards have been very heavy during the week and the quality is greatly improved although there is still a lot of common stuff arriving. Quotations on dressed beef and lambs are unchanged but calves are reduced $2.00 per hundredweight. Smoked bacon and hams are down one cent per pound. Boiled hams are reduced two cents per pound. The egg market continues firm with quotations advanced two cents per dozen. New laid eggs are extremely scarce and practically no quotations could be obtained. Butter is weak with quotations on the best grade unchanged but the second quality is quoted lower. Lard quotations on the tierce basis are down one cent per pound. Shortening prices are also reduced with the market weak and irregular. Margarine is down one cent. Poultry prices are higher under light receipts but it is the opinion that there are plenty of supplies in the country, but farmers are holding back expecting bigger prices next week for the Christmas trade.

Some Pork Cuts Down Again

Toronto.

FRESH MEATS. — Pork cuts are again reduced this week to the extent of one cent per pound. Live hogs are slightly stronger on the fed and watered basis of $15.00 to $15.25 per cwt. The receipts have been light under a heavy demand and this fact has served to hold values higher but packers expect to be successful in lowering prices at the end of the week. The receipts of cattle at the Union Stock Yards during the past week were very large, and the general quality showed quite an improvement although there are still fairly heavy shipments of common cattle arriving. Quotations on dressed beef are unchanged while calves are down $2.00 per hundredweight, the prices ranging from 18 to 22 cents per pound.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	20 00	22 00
Live, off cars, per cwt.	15 25	15 50
Live, fed and watered, per cwt.	15 00	15 25
Live, f.o.b., per cwt.	14 00	14 25
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 28½
Loins of pork, lb.		0 40½
Fresh hams, lb.		0 30½
Tenderloins, lb.		0 63
Spare ribs, lb.		0 21
Picnics, lb.		0 23
New York shoulders, lb.		0 26½
Montreal shiulders, lb.		0 26½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 21	0 24
Front quarters, lb.	0 12	0 15
Ribs, lb.	0 22	0 28
Chucks, lb.	0 13	0 16
Loins, whole, lb.	0 25	0 35
Hips, lb.	0 17	0 22
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 18	0 22
Spring lamb, lb.	0 24	0 26
Sheep, whole, lb.	0 12	0 18
Above prices subject to daily fluctuations of the market.		

Bacon and Hams Again Lower

Toronto.

PROVISIONS. — The lower and easy condition of the hog market that has been manifest for the past month is again reflected on smoked hams and bacon. Quotations are reduced one cent per pound bringing the price on small hams down to 39 cents per pound and bacon 44 to 57 cents according to the trim.

Hams—		
Small, to 12 lbs.		0 38
Medium, 12 to 30 lbs.		0 36
Large, 20 to 35 lbs. each, lb.		0 31
Heavy, 35 lbs. and upwards		0 28
Backs—		
Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 55	0 61
Rolled, per lb.		0 67
Bacon—		
Breakfast, ordinary, per lb.		0 44
Breakfast, special trim		0 57
Roll, per lb.	0 28½	0 32½
Wiltshire (smoked sides), lb.		0 36½
Do., three-quarter cut		0 40½
Do., middle		0 42½
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.		0 29
Do., av. 80-90 lbs.		0 26
Clear bellies, 15-30 lbs.		0 31½
Fat backs, 10-12 lbs.		0 23
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess Pork, 200 lbs.		38 00
Short cut backs, 200 lbs.	53 00	55 00
Pickled rolls, bbl. 200 lbs.:—		
Lightweight		58 00
Heavy		55 00
Above prices subject to daily fluctuations of the market.		

Cooked Hams are Down

Toronto.

COOKED MEATS.—A reduction of two cents per pound on boiled hams is announced this week. The regular trimmed hams are now quoted at 56 cents and the square trimmed at 60 cents. Other cooked meats are unchanged under a seasonable demand.

Boiled hams, lb.	0 56	0 60
Boiled shoulders		0 49
Head cheese, 6s, lb.		0 17
Choice jellied ox tongue, lb.		0 63
Jellied calves tongue		0 56
Ham bologna, lb.		0 20
Large bologna, lb.	0 17	0 18

Above prices subject to daily fluctuations of the market.

Eggs Are Up Two Cents

Toronto.

EGGS.—The egg market continues with an upward trend and there are no indications for any improvement for some time. New laids are extremely scarce, so much so that practically no quotation could be obtained. On the farmers market last Saturday the general price for new laids was $1.20 cents per dozen but some were asking as high as $1.40. Importations of United States eggs are still arriving and local storage stocks are being heavily drawn on for local consumption. Quotations have been advanced two cents per dozen. Selects are now 78 cents and No. 1 are 70 cents.

EGGS—	
Selects	0 78
No. 1	0 70
Extra selects in cartons	0 80

Prices shown are subject to daily fluctuations of the market.

Butter Continues Easy

Toronto.

BUTTER.—The butter market continues with a weak undertone. Quotations on the best grades are unchanged but the second grade is quoted lower. Prices range from 50 cents to 56 cents per pound according to quality.

BUTTER—		
Creamery prints	0 50	0 56

Cheese Unchanged

Toronto.

CHEESE. — There is no change in quotations on cheese. Prices remaining at 26 cents per pound for large. The market is dull.

CHEESE—	
Large, per lb.	0 26

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Lard Market Weak

Toronto.

LARD.—The lard market continues with a downward trend. Quotations on the tierce basis are down one cent per pound but one pound prints are unchanged.

LARD—	
1-lb. prints	0 28
Tierces, 400 lbs.	0 24

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Shortening Down Two Cents

Toronto.

SHORTENING. — Quotations on shortening are again reduced. One pound prints are now 21 cents per pound and on the tierce basis 17 cents per pound. The market is irregular and even a shading on these prices are sometimes made to make a sale. One dealer stated that although they have a regular list price they are not strictly adhering to it on large quantities.

SHORTENING—	
1-lb. prints	0 21
Tierces, 400 lbs.	0 17

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Margarine Down One Cent

Toronto.

MARGARINE. — Margarine prices are reduced one cent per pound. The best quality is now 34 cents. Nut margarine range from 31 to 34 cents per pound.

MARGARINE—		
1-lb. prints, No. 1	....	0 34
Do., No. 2	....	0 32
Do., No. 3	....	0 30
Nut Margarine, lb.	0 31	0 34

Smelts are Scarce

Toronto.

FISH.—A scarcity is noted on smelts this season but the first shipment is expected to arrive this week end. The fish business is brisk and the prices are well maintained.

Poultry Prices Higher

Toronto.

POULTRY.—Receipts of poultry are light at present. Dealers are of the opinion that there are plenty of supplies in the country but farmers are holding them back in anticipation of higher prices for the Christmas trade. Quotations all along the line have advanced two to three cents per pound.

Prices paid by commission men at Toronto:	Live	Dressed
Turkeys	$0 40	$0 48
Roosters	0 18	0 21
Fowl, over 5 lbs	0 27	0 30
Fowl, 4 to 5 lbs.	0 23	0 26
Fowl, under 4 lbs.	0 16	0 20
Ducklings	0 28	0 30
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 22	0 27
Geese	0 22	0 27

Prices quoted to retail trade—	Dressed	
Turkeys		0 55
Geese	0 32	0 35
Hens, heavy		0 30
Do., light	0 26	0 33
Chickens, spring	0 32	0 35
Duckling	0 32	0 35

WINNIPEG MARKETS

WINNIPEG, Dec. 15.—The hog market during the week has shown a much firmer tone and selected hogs are now quoted at $14.00 per cwt. Although the hog market has shown a firmer tone smoked and cooked ham have shown a decline. Back bacon is reported very scarce. The demand for cooked meats is very good considering the time of the year. The butter market remains steady and creamery butter is now quoted at 59 cents per lb. Lard and shortening remain steady. New laid eggs are quoted at 80 cents to 85 cents per dozen with receipts very light. Dressed poultry is now arriving and prices remain unchanged. Fresh herring, pickerel and white fish are in good demand.

Hog Market Firmer

Winnipeg.

FRESH MEATS.—The hog market has shown a firmer tone during the week and selected hogs are now being quoted at $14.00 per cwt. The demand for veal has been exceptionally strong and prices advanced to 50c. Choice veal is now being quoted at $7.50 to $8.50 per cwt. Beef is steady with indications of an advance especially of the better grades. The demand for sheep and lambs is active and lamb particularly is efflpected to advance.

Hogs—		
Selected, live, cwt.	13 75	14 00
Heavies	....	10 75
Light	....	12 25
Sows	....	6 75
Fresh Pork—		
Legs of Pork, up to 35 lbs., lb.	0 22	0 27
Spare Ribs	....	0 23½
Loins of Pork, lb.	0 32½	0 35½
Fresh Hams, lb.	0 24	0 29
Picnics, lb.	....	0 25
Shoulders	0 22	0 25½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 13	0 24
Front quarters, lb.	0 08½	0 13
Whole carcass, good grade, lb.	0 10	0 18
Mutton—		
Choice, lb.	....	0 16
Choice long hinds (leg and loin)	....	0 25
Choice Stews	....	0 11
Lambs—		
Choice, 30-45 lbs.	....	0 24
Veal—		
Good veal, 40 to 80 lbs., hind quarters	....	0 22
Carcass	....	0 16

Smoked Ham Lower

Winnipeg.

PROVISIONS. — Smoked ham has taken another decline and best quality is quoted at 42 cents per pound. Boneless ham is now quoted at 45 1-2 cents. Although bacon is reported scarce it has shown a decline during the week and is now bringing 63 1-2 cents.

Ham—	
8 to 16 lbs., per lb.	0 42
16 to 20 lbs., per lb.	0 39½
Boneless, 8-16 lbs., lb.	0 45½
Skinned, 14-18 lbs., lb.	0 42
Skinned, 18-22 lbs., lb.	0 41
Bacon	
Sliced, 6 to 10 lbs., lb.	0 63½
Cottage Rolls, boneless	0 39
Bellies, 6-10 lbs., lb.	0 45
Do., 10-14 lbs., lb.	0 46½
Do., 14-16 lbs., lb.	0 45½

Cooked Ham Declines

Winnipeg.

COOKED MEATS.—Cooked hams has shown a further decline during the week and is now being quoted from 55 1-2 cents to 58 1-2 cents per pound. Roast shoulders are now being quoted at 48 1-2 cents per pound. Roast ham is quoted at 62 1-2 cents per pound. Jellied ox and pork tongues, although in limited supply, prices remain unchanged. The demand for cooked meats is reported exceptionally good.

Hams—	
Best quality, skinned, 8-13 lbs.	0 28½
Do., 13-16 lbs.	0 55½
Roast Ham, lb.	0 60½
Roast Shoulders, lb.	0 28½
Head Cheest, 1-lb. tins	0 22
Jellied Ox Tongues, lb.	0 68
Pork Tongues	0 61½
Luncheon Cooked Meats, lb.	0 30

Butter Market Steady

Winnipeg.

BUTTER.—Although the butter market remains steady there was a decline of one cent a pound this week on creamery butter and is now quoted at 59 cents a pound. Dairy butter remains steady and is being quoted at 45 to 50 cents per pound.

BUTTER—		
Creamery, best table grade	....	0 59
Dairy, best table grade	0 45	0 50
Margarine	0 37	0 39

Shortening Unchanged

Winnipeg.

LARD.—The lard and shortening market remains unchanged. The demand is good at present and prices are steady.

Pure Lard, No. 1, quality, per lb. (in tierces of 400 pounds.)	....	0 28½
Do., wooden pails, 20-lb. pails	....	6 30
Shortening, wooden pails, 20-lb. pails per pail	....	4 30
Shortening, tierces of 400 lbs., per lb.	....	0 19

Egg Market Firm

Winnipeg.

EGGS. — The egg market continues firm and fresh eggs direct from the country are being quoted from 80 to 85 cents per dozen. Farm eggs from cold storage still remain at 70 cents with candled at 63 cents per dozen.

Cheese Unchanged

Winnipeg.

CHEESE.—The cheese market continues quiet and large cheese is quoted at 28 cents per pound with twins and triplets at 29 and 29¼ cents per pound. Manitoba cheese is quoted at 27 cents per pound.

CHEESE—		
Ont., large, lb.	....	0 28
Ont., Twins, lb.	....	0 29
Ont., Triplets, lb.	....	0 29¼
Man. cheese, large, lb.	....	0 27

Dressed Poultry Arrviing

Winnipeg.

POULTRY.—Poultry receipts have dropped off considerably during the past week and dressed poultry is now arriving. Prices remain unchanged.

POULTRY	Per lb.	
D.P. Broilers, 2½ lbs. and under	....	0 35
D.P. Chickens, 3½ lbs. and under	....	0 32
Do., 3½ lbs. and over	....	0 34
C.D. Fowl, 3½ lbs. and under	....	0 29
Do., 3½ lbs. and over	....	0 31
Turkeys, mixed weights	....	0 47
Choice Geese	....	0 35
Choice Ducks	....	0 36

Fresh Herring Arrives

Winnipeg.

FISH.—Fresh herring from Lake Superior is now on the market and is being quoted to the trade at 7 cents per pound. Fresh pickerel and fresh white fish are also in good demand and are quoted at 16 and 17 cents per pound. The demand for oysters is increasing and they are being quoted at $4.25 per imperial measure and $3.25 per case of 100 quarts. Salt Holland herring have advanced 10 cents per pail and are now quoted at $1.25 to $1.35 per pail.

FRESH FROZEN FISH		
Black Cod, lb.	....	....
Brills, lb.	....	0 08½
Herring, Lake Superior, 100-lb. sacks, new stock	....	....
Halibut, chicken, cases 300 lbs.	....	0 15½
Do., broken cases	....	0 16½
Jackfish, dressed	....	0 10
Pickerel, case lots	....	0 13
Salmon—		
Cohoe, in full boxes, 300 lbs.	....	0 20
Do., in broken cases	....	0 21
Red Spring, in full boxes	....	0 24½

Smoked Hams For Christmas Trade—

Means Big Business

This is the season to feature Smoked Hams. There should be one in every home, for they are one of the most reasonable of Smoked Meats, and are usually identified with Christmas. Try a shipment now, so that you will be in a position to supply the Christmas demand.

Be sure you get---

DAVIES'
"SUNSET BRAND"
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A truly mild cured Ham, which has that fine rich flavor which soon makes itself a general favorite in the household. You will find real profit in the sale of this line. We are also makers of

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Canned Sea Foods of Established Quality Mean Larger Profits for Dealers.

Brunswick Brand Sea Foods because of their sterling qualities and appetizing wholesomeness will prove a splendid line to handle. They will mean satisfied customers and steady, increasing profits resulting therefrom.

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Our sanitary packing plant with its modern equipment is located near the finest fishing grounds in the world. For this reason we are able to select the finest catches, carefully process them, and ship them at once to dealers.



Now is the time to make the most out of your fish department. Look over your stock and order your requirements to-day.



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The World's Finest Vinegar Product

Brewed from choice barley malt, clarified and aged after the manner of the best wines, Heinz Malt Vinegar has a natural golden-brown color and delicious aromatic flavor not found in any other vinegar. In 16 oz. and 32 oz. bottles.

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will, we feel sure, be required for the selling of "Maroma" Salad Dressing. Its satisfying qualities as an aid to delicious fish and all kinds of meats, entrees has given it a first place for profitable returns.

Our OLIVE BUTTER is also recognized as a brisk, steady seller and a daily prominent display should bring regular profits. Made from selected spices, Olives, Pimento and Malt Vinegar.

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SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

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CONDENSED MILK
Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 85
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 90
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$8 00
Reindeer Brand, small, each 48 cans	9 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario

Wheatgold Breakfast Cereal

Packages, 28-oz., 2 doz. to case, per case	$4 80
98-lb. jute bags, per bag	6 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	6 50

HARRY HORNE & CO.
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches
Laundry Starches

Boxes—	
40-lb. Canada Laundry	$0 09¾
100-lb. kegs, No. 1 white	0 10¼
200-lb. bbls., No. 1 white	0 10¼
40-lb. Edwardsburg Silver Gloss 1-lb. chromo pkgs.	0 11¾
40-lb. Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	4 70

Culinary Starch

4 lbs. W. T. Benson & Co.'s Challenge Corn	0 10

(Prices in Maritime Provinces 10c per case higher.)

20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 13

(20-lb. boxes ¼c higher, except potato flour.)

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 11½
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Argo Corn Starch, 1 lb. packages	0 10
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 13

(20-lb. boxes ¼c higher, except Potato Flour)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 15
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55
20-lb. tins, ¼ doz. in case	6 00
Barrels, about 700 lbs.	0 08
Half barrels, about 350 lbs.	0 08¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	$5 55
5-lb. tins, 1 doz. in case	6 25
10-lb. tins, ½ doz. in case	5 95

(5, 10 and 20-lb. tins have wire handles.)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

MAGOR, SON & CO., LTD.

INFANTS' FOOD

	Doz.
Robinson's Patent Barley—	
1-lb.	
½ lb.	
Robinson's Patent Groats—	
1-lb.	
½-lb.	

CANADIAN MILK PRODUCTS, LIMITED
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8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 doz. per case	11.50
10 lb. tins, 6 tins per case	25.00

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.C.F., 1-lb.	
F.D., ¼-lb.	

	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each.	

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25

	Doz.
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1 24
Bobs, 12s	1 18
Currency, 12s	1 18
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 80
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 34
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ⅛s, ¼s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 [illegible]
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

BANK OF MONTREAL

ANNUAL GENERAL MEETING, HELD 6th DECEMBER, 1920

The 103rd Annual General Meeting of the Shareholders of the Bank of Montreal was held on Monday, December 6th, at the Bank's Headquarters. The President, Sir Vincent Meredith, Bart., occupied the chair, and presented the annual report of the Directors. This showed that the profits for the year ended 30th October, 1920, after deducting charges of management and making full provision for all bad and doubtful debts, amounted to $4,033,995.60. To this was added a balance of profit and loss account, brought forward from the previous year, of $1,812,854.43 and $1,000,000.00 premium on new stock, making a total of $6,846,850.03. Dividend disbursements at the rate of 12% per annum, together with a bonus of 2%, amounted to $2,960,000.00. To this was added $2,000,000.00 credited to rest account; $210,000.00 war tax on bank note circulation; and $425,000.00 reservation for bank premiums; making a total deduction of $5,595,000.00, and leaving a balance of profit and loss to be carried forward of $1,251,850.13. During the year 16 new branches had been opened and one branch closed.

Before moving the adoption of the report, Sir Vincent Meredith gave a comprehensive review of the economic situation. During the year, he said, an overwhelming demand for credit had taxed resources to the utmost. It had been difficult to make men who had grown accustomed to high prices recognize the fact that economic conditions, which no artificial means can alter, alone are the cause of price decline. "The demand for intervention through Government control is still insistent in some quarters," he said. "Canada alone cannot control world-wide conditions, and it is idle to turn to the Government for relief from falling prices. This applies to wheat as well as to other commodities."

Summing up, he said: "The situation in Canada at present, as I view it, is that while there does not appear to be any cause for apprehension, there is every reason for the exercise of the utmost measure of caution. Canada cannot dissociate herself from world conditions, and world conditions are not satisfactory. On this continent the two years supervening upon the Armistice have been marked by unexampled trade activity and prosperity, a circumstance common to the conclusion of all great wars, but the reaction has set in and may not yet be in full play. Happily, Canada is well buttressed on many sides, and the exercise of prudence and sagacity should enable her to meet the shock of falling prices, restricted credits and deflated currency, without serious impairment of her commercial and financial vitality."

Expansion of Business in Canada.

The General Manager, Sir Frederick Williams-Taylor, in reviewing the operations of the Bank during the year, said the payment of a bonus of 2% to the shareholders was not the outcome of higher rates of interest on current loans in Canada but a reflection of the increase in current loans and of high interest rates on call loans in New York, the volume of which was governed by the Bank's requirements in liquid reserves. One anomaly which attracted attention was that with the credit restriction as acute here as it was across the line, the price of money was materially lower in the Dominion. This condition, he said, was regarded as a tribute to Canada's good banking system.

Dealing with the growth of the Bank's operations, he said: "It is noteworthy that the greatest expansion of the Bank during the past few years has been in our own country. This is revealed in our greatly increased loans and deposits in Canada and in the number of branches opened during the period.

	Loans in Canada	Deposits in Canada	Branches in Canada
1914	$123,147,000	$168,557,000	173
1920	240,725,000	358,878,000	302

The annual report was unanimously adopted and the retiring directors were re-elected. The shareholders gave approval to the motion by Lord Shaughnessy to increase the number of directors from 16 to 18 and to the two new positions on the Board were elected Sir Lomer Gouin and General Sir Arthur Currie.

At a subsequent meeting of Directors, Sir Vincent Meredith, Bart., was re-elected president, and Sir Charles Gordon, G.B.E., was re-elected vice-president.

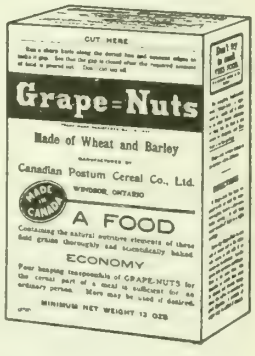
Business with a Quick Turnover

Grape-Nuts

The brisk and steady demand keeps the packages moving off the shelves, and good profits coming in.

Grape-Nuts requires small shelf-space, modest investment, shows no waste, and carries no risk—the sale of every package is guaranteed.

There is no better advertised food staple.



"There's a Reason" *for* Grape Nuts

Made by Canadian Postum Cereal Company, Ltd., Windsor, Ont.



PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Xmas Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED
OFFICES: 58 WELLINGTON ST. W., MONTREAL





Feature "King Oscar" Sardines during the social season and suggest them for making delicious, appetizing, dainty sandwiches for afternoon teas, etc. It will pay you well.

KING OSCAR SARDINES

The finest flavored, highest grade sardines on the market. They are packed in pure olive oil from the best, selected bristlings caught in the cool waters of Norway.

You can highly recommend them to your better class of trade and know that their tempting, wholesome flavor and quality will always insure repeat orders.

YOUR DEALER CAN SUPPLY YOU.

Canadian Agents:

John W. Bickle & Greening
Hamilton, Ontario

SAMUEL DOBREE & SONS

LONDON
ENGLAND

ESTABLISHED 17th CENTURY

GROWERS AND PRODUCERS
OF
SUGAR—MOLASSES
—COCOA

IMPORTERS AND EXPORTERS

BRANCHES IN ALL PARTS
OF THE CIVILIZED WORLD

CANADIAN BRANCH
UPPER WATER STREET
HALIFAX, N.S.



Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS
SMITH & PROCTOR : HALIFAX, N.S.

SMITH
AND
PROCTOR
SOLE PACKERS
Halifax - N.S.

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

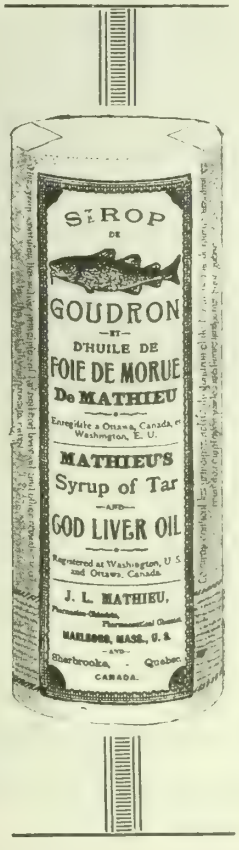
We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST. : : : : MONTREAL, P.Q.



MATHIEU'S SYRUP OF TAR *and* COD LIVER OIL

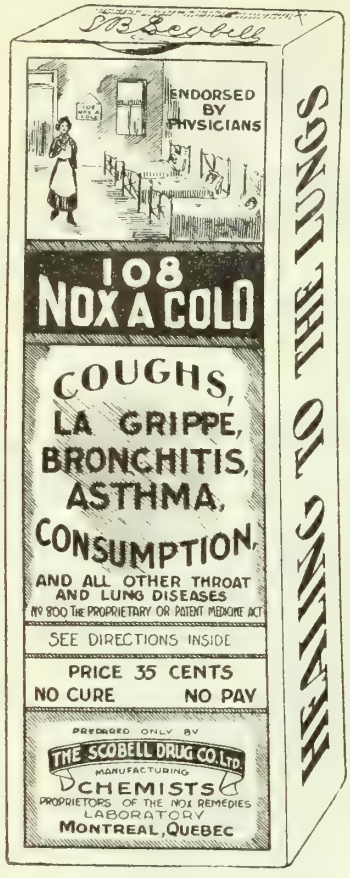
—a Big Winter Seller that every Grocer should stock

There will be few of your customers this winter who will not need at some time a good dependable cough medicine, and grocers who supply this demand with the highly efficient and nationally known **Mathieu Cough Remedy** will find the profits exceptionally good.

Mathieu's Syrup of Tar and Cod Liver Oil is not only a Cough Cure of the highest order but it also possesses tonic properties that build up the system while curing the cold. Try a sample order.

J. L. MATHIEU CO., *Proprietors*

SHERBROOKE, QUEBEC



108
Nox a Cold

For 20 years this remedy has been recognized as

CANADA'S BEST COUGH MEDICINE

Guaranteed to help the worst cough or cold. For Bronchitis, Sore Throat, Quinsy, it has no equal.

EVERY GROCERY STORE

can sell this line and make an excellent profit.

Representatives wanted in every Province.
Write us for this Attractive Agency.

THE SCOBELL DRUG CO., LIMITED
91-92 Youville Square, Montreal

BAGS
AND COTTON LINERS



The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners —in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

E. PULLAN

6 Maud Street, Toronto



Cane's Pencils extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.
Newmarket, Ontario

Y & S
STICK LICORICE
in 10c Cartons



Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

Catalogue and Price List on Application.

Drimilk

A SEPARATED MILK POWDER

Every wholesale grocer stocks it.
Good grocers sell it in yellow tins.

Phone College 2040

THE DRIMILK CO. LTD.

COURTLAND, ONT.

Executive Offices: Spadina Crescent, Toronto

DONALD H. BAIN CO., Winnipeg - - Western Distributors



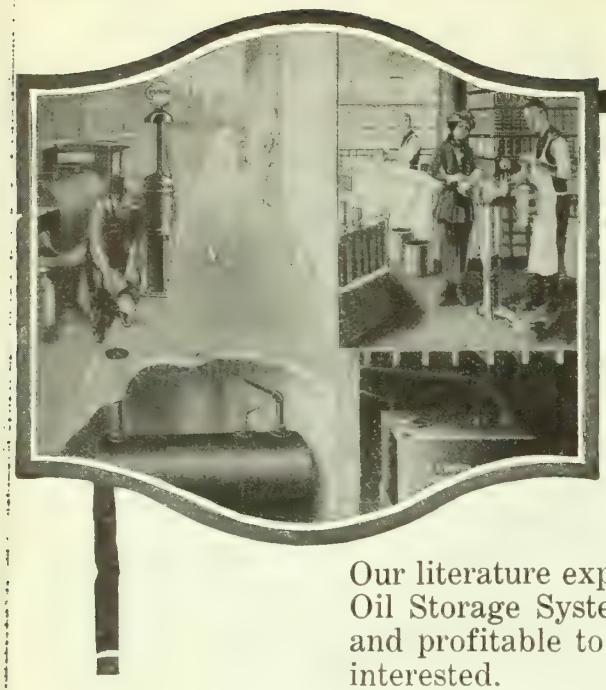
Sells all the year around—

Brodie's XXX Self-Raising FLOUR

You will have a steady demand for this Product as it is used daily in the kitchen, where foods are prepared. Make sure your stock is kept in a cool, dry place.

Order from your
wholesaler or jobber

Brodie & Harvie Ltd. - Montreal



Make Your Street Pay

Can you see the possibilities for profitable business in the automobiles passing your store?

Put in a BOWSER Gasoline Pump

Our literature explains how and why Bowser Gasoline and Oil Storage Systems are popular with automobile drivers and profitable to store owners. It will be sent to anyone interested.

S. F. BOWSER Company, Limited
66 to 68 Fraser Ave.
Toronto, Ontario, Can.

Representatives Everywhere

Sales Offices in all Centres

Why You Should Feature KING GEORGE'S NAVY

will always justify prominent display

Once the men begin to know you stock this delicious chew you'll find little difficulty in keeping your stock moving.

A constant show case display will serve to remind the men that you're a King George dealer. Big sales and good profits will then be a feature of your tobacco department.

Stock King George's Navy Now



Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

Sales Office
202 Royal Bank Bldg.
TORONTO
H. R. Phipps, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

Sales Office
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

Talk Home-baking



How often would you sell such goods as shortening, currants and raisins, baking powder and yeast, jams, jellies and marmalade, peel, and a host of other items of groceries flour calls into requisition, if your customers never baked anything at home, but always bought all their breadstuffs and pies, cakes and pastry ready baked?

PURITY FLOUR

encourages home-baking and gives all these otherwise slow-moving lines a steady job. It pays grocers to talk-up home-baking and push the sale of Purity Flour.

Western Canada Flour Mills Co., Limited

Head Office - Toronto

Branches at: Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg, Goderich, Ottawa, Montreal, St. John



"I Couldn't Keep House Without It"
write housewives about

Mapleine
"The Golden Flavor"

Because of its three uses it is the most frequently used flavoring—

1. Makes delicious maple flavored syrup.
2. Flavors icings, cakes and desserts with good maple taste.
3. An appetizing seasoning in soups, gravies, meats and vegetables.

National magazines tell customers of treats Mapleine holds in store for them. Each ad. refers them to you for the Mapleine.
Can you supply it?

Order of your jobber.

F. E. Robson & Co., 7 Wellington St. W., Toronto
Mason & Hickey, Box 2949 - Winnipeg

Special Offer

Flag Brand Peel—Orange-38

-- -- -- Citron—64

Seeded Raisins, 25s— 25½

Finest Singapore Tapioca— 6¾

Wire Orders Any Quantity

W. H. Millman & Sons
Brokers - Toronto

WHEN WRITING TO ADVERTISERS PLEASE MENTION CANADIAN GROCER

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE
COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 36
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box	0 95
Victory Bars, 24 in box, 60 boxes in case, per box	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95

We pack an assorted case of 60 boxes of bars.

Maple Buds—	
6c display boxes	....
6c pyramid packages, 4 doz. in box	....
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.
The Waxtite Line

Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, Ltd.
14 Bleury St., Montreal.

XXX Self-Rising Flour, 6 lbs. packages, doz.	$5 90
Do., 3 lbs.	3 00
Superb Self-Rising Flour, 6 lbs.	5 70
Do., 3 lbs.	2 90
Crescent Self-Rising Flour, 6 lbs.	5 80
Do., 3 lbs.	2 95
Buckwheat, 1½ lbs.	1 60
Brodie's Self-Rising Pancake Flour, 1½ lb. pkgs., doz.	1 60

Kindly Mention Where You Saw the Advertisment

Nuts

The last lap of the business rush is now on and you who may want some lines to carry you over for the Xmas and Holiday trade, have only a few more days for action. In nuts we have done a very large business, and are ready for more, for we still have a small lot of each kind left and offer:—

Bales	Sicily Filberts (very fine large sample)	14
Bags	Tarragona Almonds (bright) - -	20
Bags	Connes Walnuts (good) - - -	14½
Bags	Marbot Walnuts (choice) - - -	20
Bags	Grenoble Walnuts (fancy) - -	23
Bags	Med. lge. Washed Brazils (fine) -	35
Bags	Large Washed Brazils (fancy) - -	37
Barrels	Ex. Large Pecans - - - -	34

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

LAST MINUTE REQUIREMENTS

FOR

XMAS FRUITS AND NUTS

PROMPT SERVICE

LOWEST PRICES

UNQUESTIONABLE QUALITY

HUGH WALKER & SON,

LIMITED Established 1861

GUELPH, ONTARIO

Sorting Orders for XMAS TRADE

Send your Repeat Orders to us and ensure prompt delivery—

Oranges, Lemons, Bananas, Grapes, Apples, Nuts, Figs, Holly and Wreaths, Celery, Lettuce, Cauliflower, Pomegranates, Tangerines, etc., etc.

The best of everything in largest variety at a moment's notice and correctly priced.

WITH BEST WISHES FOR THE XMAS TIDE

WHITE & CO., LTD.

TORONTO

Fancy Fruits and Vegetables

N. B. Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.

HAMILTON AND WINNIPEG



For Serving the Afternoon Caller

This season is the time when beverages are used in the majority of homes, particularly when friends drop in in the afternoon or evening. *Marsh's* Grape Juice, Unfermented Port, Black Cherry Wine, and Raspberry Vinegar meet such requirements nicely.

The sales will help increase your profits.

The Marsh Grape Juice Company

NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

[The McLaren Imperial Cheese Co., Limited

Toronto and Montreal

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

SITUATION WANTED—AS CLERK OR SALESman, in the Province of Ontario, by smart young man having eight years' experience in general store business. Can give best of references. Full information at Box 402, Canadian Grocer, 153 University Ave., Toronto, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

PARTNER WANTED

WANTED—PARTNER FOR GROCERY STORE. Good live man with $1,800 to invest. Can show books with all records. Replies confidential. Box 416, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

GOOD PAYING GROCERY BUSINESS FOR sale. Ontario town. Stock about $1,700. Other business demands attention. Box 418, Canadian Grocer, 153 University Ave., Toronto, Ont.

ARTICLES WANTED

WANTED TO BUY—SMALL COFFEE ROASTing machine. Reply to Box 420, Canadian Grocer, 153 University Ave., Toronto, Ont.

BAKER'S COCOA *and* CHOCOLATE



Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

HELP WANTED

WANTED — WHOLESALE GROCERY SALESman for districts of Muskoka and Parry Sound. One with connection in this territory preferred. Duties to commence January 1st. Reply stating experience, giving full particulars, to John Sloan & Co., Ltd., Orillia.

DEPARTMENT OF THE NAVAL SERVICE

Notice of Sale, Provisions.

SEALED tenders addressed to the undersigned and marked "Tender for Provisions" will be received up to 12 o'clock noon of Wednesday, the 22nd day of December, 1920, for the purchase of the whole or any portion of the following:—

Beef Preserved	225,000 lbs.
Mutton Preserved	64,000 "
Rabbit Tinned	29,000 "
Salmon Tinned	12,000 "
Salt Pork	33,000 "

These Provisions may be examined and samples obtained on application to the Naval Store Officers at Halifax and Esquimalt Dockyards.

Samples, except Pork, will be available at the Department, Ottawa, for inspection and test. Tender forms, with full particulars and terms, may be obtained on application addressed either to the Department or to the Dockyards.

The right is reserved to reject any or all tenders.

G. J. DESBARATS,
Deputy Minister of the Naval Service.

Ottawa, Ont., November 27, 1920.

Unauthorized publication of this advertisement will not be paid for.

TO MANUFACTURERS OF FOOD PRODUCTS

OWING TO THE HIGH SELLING COST AND maintaining travellers, Manufacturers' Agency, Maritime Provinces, with first-class connections, branch offices, warehouses principal centres and travellers calling on all jobbing and retail trade, prepared to negotiate with manufacturers for their lines on commission basis; will not accept conflicting lines. Bank and business references furnished. Box 422, Canadian Grocer, 153 University Ave., Toronto, Ont.

OPPORTUNITIES ARE OFFERED EVERY WEEK ON THIS PAGE

Watch Them

When Writing to Advertisers Kindly Mention this Paper

TRY A SAMPLE ORDER OF

WHITE SWAN Peanut Butter

"As Smooth as a Kitten's Wrist"



Try a jar of this delicious *White Swan Peanut Butter* at home. Spread it on bread and see if it isn't the smoothest, richest and best flavored peanut butter you've ever tasted.

Get behind this superior peanut butter—urge your customers to make a similar test and you'll find a big, steady call later on for the peanut butter that's *as smooth as a kitten's wrist.* Ask the White Swan salesman for quotations.

White Swan Spices & Cereals
LIMITED
TORONTO

INDEX TO ADVERTISERS

A

Albion Sewing Cotton Co. ... 10

B

Bain & Co., Donald H. 12
Baker & Co., Walter..... 61
Bank of Montreal 51
Bickle & Greening, John W. .. 52
Borden Co. 1
Bowser & Co., S. F. 56
Brennan, H. C. 15
Brodie & Harvie Ltd. 55

C

California Packing Co. (Delmonte) 9
Canadian Maple Products. Back cover
Canadian Postum Cereal 51
Canada Produce Co. 16
Canada Starch Co., Ltd..... 7
Cane & Sons, Wm. 54
Chadwick & Co. 15
Channell Chemical Co. ..... Inside front cover
Church & Dwight 22
Clark Ltd., W. 3
Clayoquot Sound Canning Co... 11
Climax Baler Co. 15
Connecticut Oyster.....Front cover
Connors Bros. 48
Crampton & Co., Ltd., John.. 10
Crescent Mfg. Co. (Mapleine).. 58
Crawford & Co. 22
Cressy, John R. 63

D

Davies & Co., Wm. 47
Diamond Dyes 53
Dobree & Sons, Samuel..... 52
Dominion Confectionery Co. ... 13
Duncan & Son, C. 12
Drimilk Mfg. Co. 55
Dunn, Albert 16

E

Eckardt & Co., H. P. 59
Escott Co., Ltd., W. H..... 14
Estabrooks Co., Ltd., T. H. 21
Eureka Refrigerator Co, Ltd.... 10

F

Fearman Co., F. W. 50

G

Gaetz & Co. 16
Gibson-Paterson-Brown, Ltd. .. 12
Griffiths & Co., Ltd., Geo. W. 14

H

Hanson & Co., J. H. 16
Hargraves Ltd. 21
Hay, A. H. M. 16
Heinz Co., H. J. 49
Hill, Newton A. 15

I

Imperial Extract Co. 8
Imperial Grain & Milling Co... 10
Imperial Oil Co. 5

J

Jeffress Ltd., E. W. 49
Johnson-Lieber Mercantile Co.. 11

K

Kidd, T. Ashmore 15
Klaus Swiss Milk Chocolate.... 18

L

Lambe, W. G. A. 15
Langley, Harris & Co. 15
Lachaine, Geo. D. 16
Lemon Bros. 13
Leonard Fisheries Ltd. 18
Loggie, Sons & Co..... 15

M

McCaskey Systems Ltd. 64
McLaughlan, J. K. 15
McLay Brokerage Co..... 12
Macdonald Reg., W. C. 6
Mackenzie, W. L. 12
Maclure & Langley 15
Magor, Son & Co., Ltd..... 22
Malcolm Condensing 8
Mann & Co., C. A. 63
Maple Tree Producers Ltd..... 52
Marsh Grape Juice Co. 60
Mason & Co., Ltd., Geo..... 50
("O.K." Sauce)
Mathieu & Co., J. L. 53
Mickle, Geo. T. 15
Millman & Sons, W. N. 58
Moore & Co., R. M. 63
Morris & Co. 49
Mowat & McGeachie 12
Mueller Co., Ltd., The Chas... 63

N

National Licorice Co. 54

O

Oakey & Sons, Ltd., John..... 14
O'Donnell Co., John J. 15
Oversea Export Co. 4

P

Pattison, Andrew 18
Patrick & Co., W. G. 15
Pennock & Co., H. P. 13
Pritty Ltd., John 11
Pure Cane Molasses Co. 9
Pullan, E. 54

R

Red Rose Tea 21
Richardson & Green 12
Rock City Tobacco Co. 56

S

Sarnia Paper Box Co. 63
Scott-Bathgate Co., Ltd. 14
Scott & Thomas 15
Scobell Drug Co. 54
Smith, K. 16
Smith & Proctor 52
Smith Brokerage Co., The 16
So-Clean, Ltd. 63
Spratt's Patent, Ltd. 21
Stroyan-Dunwoody Co. 12
St. Arnaud Fils Cie 16
Swift Canadian Co. Inside back cover

T

Taylor Safe Works, J. & J.... 63
Thompson & Co., A. E. 14
Toronto Pattery Co., Ltd. 63
Toronto Salt Works 63
Trade Sundries Ltd. 18
Traders of Canada, Ltd. 16
Trent Mfg. Co. 63

U

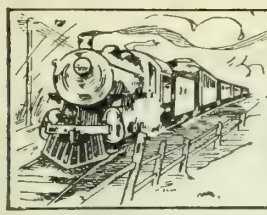
Upton Co., Ltd., T. 2

V

Vincentelli & Co. 63

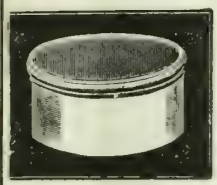
W

Walker & Son, Hugh 60
Wallace Fisheries, Ltd. 11
Watson & Truesdale 13
Western Transfer & Storage Ltd. 11
Western Canada Flour Mills.. 57
White & Co. 60
White Cottell's 63
White Swan Spices & Cereals Co. 62
Whittall Can Co., Ltd., A.R... 57
Wiley, Frank H. 12
Williams Storage Co. 13
Woods & Co., Walter 60



BUYERS' MARKET GUIDE
Latest Editorial Market News





STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 259 Kingswood Road Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.
"SOCLEAN"
the dustless sweeping compound.
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

A. F. VINCENTELLI & CO.
ANTWERP (BELGIUM)
The oldest Corsican Candied Peel and Fruit Manufacturers
CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

WANTED—YOUNG, AGGRESSIVE MAN FAMiliar with the grocery business, who knows how goods are sold in the retail store, who understands something about advertising and who can put down his ideas on paper. Good position open with splendid opportunities for advancement. Apply, stating age, experience, etc., to Box 424, Canadian Grocer, 153 University Ave., Toronto.

A BUYERS' GUIDE

The general attitude of wholesalers at the present time is to sell goods below list prices. It is possible to get several prices on any one line, depending on the need of the seller to get ready money. This is particularly the case with canned goods, soaps and cereals.

Information

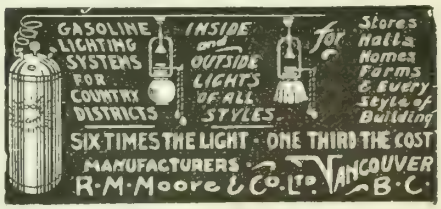
We can keep you posted with all daily news and business Tips.

Canadian Press Clipping Service
143-153 University Avenue, Toronto

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577



The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk pickles, Mincemeat, etc.



CRESSY'S
CONCENTRATED FOOD FLAVORING EXTRACTS
Made from the purest ingredients. Many times stronger than Government standard. — Specify Cressy's when ordering Extracts.
John R. Cressy Co., 523 King St. W., TORONTO

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

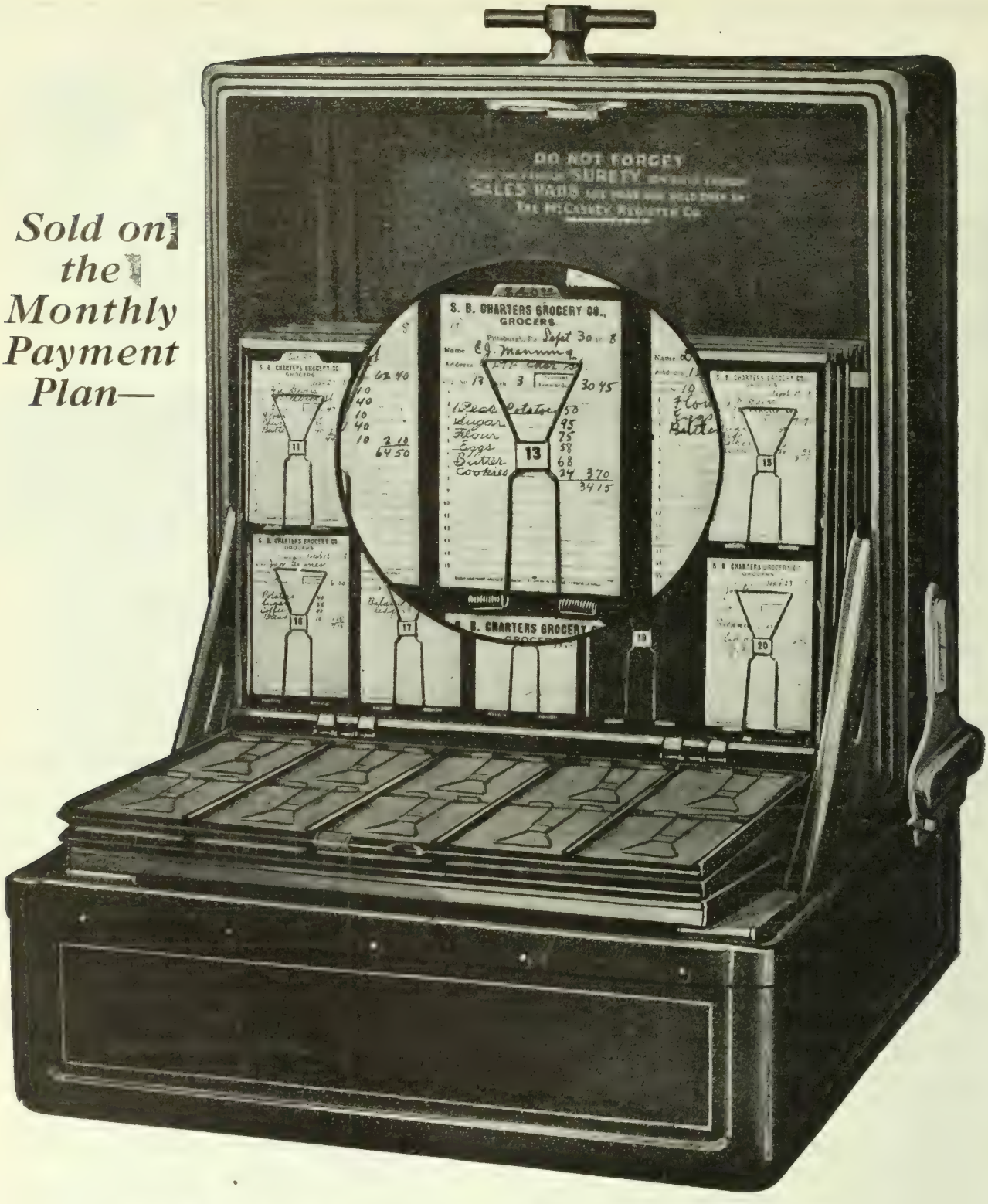
Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Sold on the Monthly Payment Plan—



METAL SAFE SYSTEM

—A Masterpiece Credit Register—

Ready for immediate shipment, and can be installed for the New Year. Fire Protection and Simplified System. Send for our illustrated booklet.

COUNTER CHECK BOOKS OF ALL KINDS

McCASKEY SYSTEMS
Galt, Ont

Building Up Trade on Customer-Satisfaction

There are few "secrets" about building up trade.

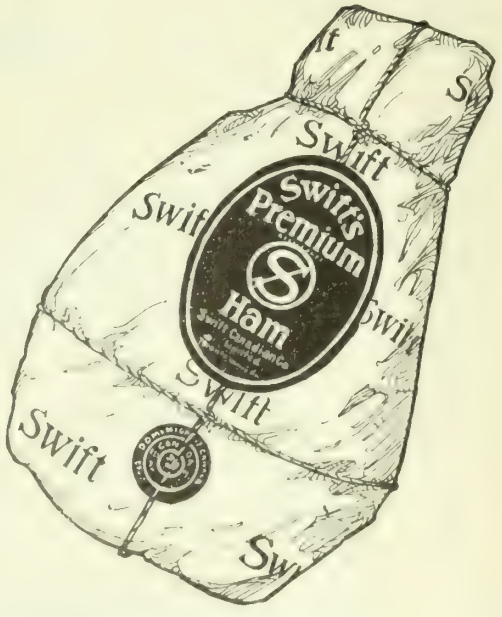
The one big thing is to please and satisfy your customers.

If you don't do that, whatever other virtues your store may possess are of little avail.

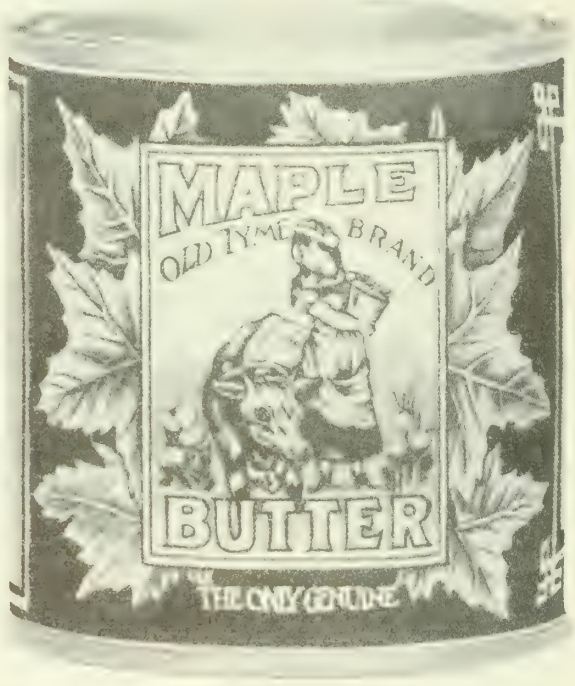
In one staple article you may count on Customer-satisfaction and that is when you sell

Swift's Premium Ham and Bacon

Sell SWIFT'S PREMIUM once and your customers will come back again.



Swift Canadian Co.
LIMITED



THE ONLY GENUINE MAPLE BUTTER

We are the only firm making genuine Maple Butter. The guarantee of its purity is Canada's Pure Food Laws, which allow the use of the word "Maple" only when the product is *pure Maple*.

OLD TYME MAPLE BUTTER

Housekeepers have learned that Old Tyme Maple Butter makes the simplest food delicious. It is a favorite for sweet sandwiches, for icing cakes and to spread on toast or tea biscuits. Once people try it, they return for more.

We guarantee that every can of Old Tyme Maple Butter contains the pure Maple product and will give satisfaction to your customers.

All orders given immediate attention and prompt shipment. Write for prices of Old Tyme Maple Butter and our other Maple Products, all

ABSOLUTELY PURE

Canadian Maple Products, Limited

250 Van Horne Street, Toronto

CHRISTMAS NUMBER

CANADIAN GROCER

Members of the Associated Business Papers. Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, DECEMBER 24, 1920 No. 52

New Year Greetings



from the

House of Scott-Bathgate Co., Ltd.

TO our many friends and patrons we extend Greetings for the New Year, and trust you have shared with us the prosperity of 1920.

We have experienced the most successful year of our history. This success has been due to the combined efforts put forth by all members of our staff in giving our principals a SERVICE unequalled elsewhere.

Let us all work for a better and bigger year in 1921.

Scott-Bathgate Co., Ltd.

Importers and Commission Merchants

149 Notre Dame Avenue E. Winnipeg

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested



Aladdin Dye Soap

Getting Them to Come Back

If each person who purchases at your store only bought once—never came back—you could not continue in business.

The success of any store depends upon the number of people who buy and come back again and again.

Is there a formula for getting people to come back? Certainly! Here it is: one part Good Merchandise, one part Service, and one part Courtesy.

The enormous sale that Aladdin Dye Soap has attained in a comparatively short time, clearly demonstrates its quality as an outstanding article of **Good Merchandise.**

Did you know that a handsome revolving display stand is given free with a one-gross order of Aladdin Soap? And that it has proven to be a wonderful silent salesman?

Order a gross of Aladdin to-day, and let it do its part towards getting customers to come back.

Aladdin Dye Soap

CHANNELL CHEMICAL COMPANY
LIMITED

Distributors TORONTO



A Merry Christmas
And
A Happy New Year!

TO the multitude of BORDEN dealers throughout Canada and to the whole Canadian Grocery Trade in general, BORDEN'S send their heartiest Christmas Greeting and best wishes for a Happy and Prosperous New Year.

As 1920 rolls by and we look ahead on the New Year it is with a feeling of confidence that we view its approach—of faith in Canada, her resources, her men—a feeling born of an intuition that has in the past and will in the future bring Anglo-Saxons out on top. Farewell 1920- we greet you, promising 1921.

The Borden Co., Limited
Montreal





Mazola

A Promise for 1921

We believe that Mazola is going to be the best selling of all our products. Already our plant is being taxed to its utmost capacity, but we are making every provision to keep up with the demand. The repeat orders are overwhelming proof that it has been definitely accepted as a staple for baking, cooking and shortening.

The same thoroughly organized Sales and Publicity methods which brought Mazola to the front will be continued in 1921. Nothing will be left undone to stimulate consumer demand and merit a continuance of the splendid dealer co-operation which has enabled us to make Mazola an outstanding success.

Keep a sufficient stock on hand. If you can't get it through your jobber, write us. Wishing you a Happy Mazola New Year.

THE CANADA STARCH CO., LIMITED
MONTREAL

Makers of Lily White Syrup, Crown Brand Syrup, Benson's Corn Starch, and Mazola.


A Merry Christmas
and
A Happy New Year
Langley, Harris & Co., Ltd.
Montreal Toronto Winnipeg

We wish all our friends a

Merry Christmas

and a

Happy New Year

Hudon, Hebert & Cie., Ltee.

18 DeBresoles Street

Montreal, Que.



Sincerely wishing you a
Merry Christmas
and a Bright and
Prosperous New Year

Dominion Canners
Limited

DOMINION CANNERS LIMITED
HAMILTON, CANADA



A Merry Christmas and A Happy and Prosperous New Year.

To our customers and friends we extend these sincere greetings, in appreciation of valued patronage, kind co-operation and friendly business relations. It is our earnest hope that **Marsh's "Popular" Grape Juice and Unfermented Wines** will again handsomely add to your profits throughout a New Year chuck-full of happiness, health and prosperity for you and yours.

The Marsh Grape Juice Company

NIAGARA FALLS, ONTARIO

Agents : MacLaren Imperial Cheese Co., Ltd., Toronto and Montreal

DISTRIBUTORS FOR QUEBEC, MARITIME PROVINCES AND ONTARIO



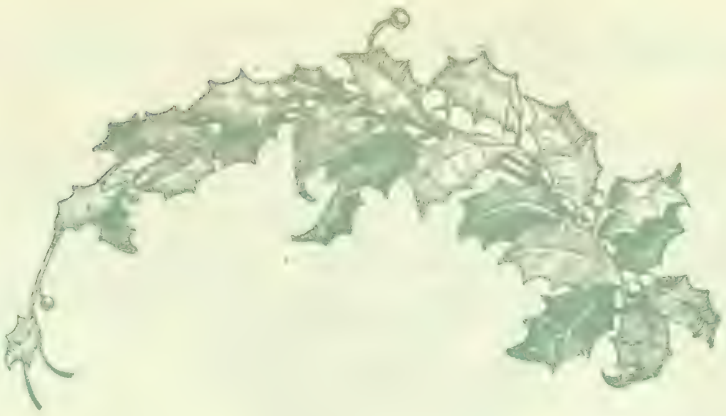
Our Selling Talks

In the leading papers throughout Canada daily reach thousands of users of OXO CUBES, and those who will use OXO CUBES in their homes.

This is regular OXO CUBES weather, and now is the time to feature them in your window displays and in your own advertising.

OXO CUBES are steady sellers right through the winter. Let your customers know that you carry these popular food products.

OXO LIMITED— Montreal, Toronto, Winnipeg



IN APPRECIATION

WE are deeply grateful to our many patrons and friends who have made possible for us another successful year, and we sincerely thank you for your pleasant co-operation in all our past business relations.

May your Christmas be bright and merry and may the New Year usher in for you and yours a goodly share of Health, Prosperity and Happiness.

W. G. Patrick & Co., Limited

Importers

Toronto **New York**
Montreal **Winnipeg** **Halifax**



You will need some

BARBADOS
SUPER-FANCY



MOLASSES

very soon.

Insist on it when ordering from your wholesaler or write us for a supply.

It costs no more than the blended molasses sold under various subterfuges. Buy the Molasses with the guarantee.

We guarantee Windmill to be absolutely pure and highest grade Barbados molasses and your business increases as soon as you stock it.

PURE CANE MOLASSES CO. OF CANADA, LTD.

ST. JOHN, N.B. MONTREAL, QUE.



Order from your Wholesaler

MASTER MASON

Canada's Joy Smoke

For a real good smoke recommend to your customers Master Mason.

Made from the finest leaf, fully matured, perfectly aged tobaccos.

You can build up a good tobacco trade by selling Master Mason.

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG



Wishing You
a
Merry Christmas
and
Happy New Year

Laporte Martin Limitee
MONTREAL
Wholesale Grocers and
Wine Merchants

A Merry Xmas

is our sincere wish to every member of the retail grocery trade. May your NEW YEAR be one of abundant prosperity and may it see the fulfilment of many of your long-cherished desires.

To those retailers who have honored us with their valued patronage throughout the closing year we are especially grateful.

Should you continue to favor us we are determined to serve you in the New Year even more efficiently than in the past.

ACADIA SUGAR REFINERIES LTD.

MONTREAL HALIFAX



A Merry Christmas

and a

Prosperous New Year

to the

Grocers of Canada

This is the sincere wish of

BOWES COMPANY LIMITED

TORONTO - CANADA



1920

APROL

THE SWEET OIL OF PEACH

1921

Merry Xmas

and

Happy New Year

APROL

Prominently displayed will mean a great help in your efforts to make profitable sales, because it is just good enough for the particular purposes to be desired by the most discriminating housewives.

After a trial your customers will, we feel sure, have continued confidence in the efficiency of AprOl.

A pure and wholesome vegetable product of delightful flavor and aroma, pressed from the ripe kernels of apricots and peaches. It is highly digestible—makes delicious salads and the beautifully producing cakes, cookies and doughnuts of the most tempting golden brown.

There's nothing like "APROL"

BOVRIL LTD., MONTREAL

Sales Agents for the Dominion

Best Wishes for

A Merry Christmas

and

A Happy New Year

May 1921 usher in a year of prosperity, new business and good health for you, Mr. Grocer. We thank you for your esteemed patronage and hope for its continuance in the New Year.

Robert Henry & Son

Windsor, Ontario

Eastern Agents for:

BRITISH COLUMBIA PACKERS ASSOCIATION

VANCOUVER, B.C.



Merry Christmas

and a

Happy and Prosperous New Year

to all our Friends and Customers

BRODIE & HARVIE, LIMITED

MONTREAL

A Merry Xmas

is our sincere wish to every member of the retail grocery trade. May your NEW YEAR be one of abundant prosperity, and may it see the fulfilment of many of your long-cherished desires.

To those retailers who have honored us with their valued patronage throughout the closing year we are especially grateful. Should you continue to favor us, we are determined to serve you in the New Year even more efficiently than in the past.

Connors Bros., Ltd.
Black's Harbor, N.B.

Winnipeg Representative:
Chas. Duncan & Son, Winnipeg, Man.

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST. : : : : MONTREAL, P.Q.

Insect Pests are Universal



KEATING'S

is the World-Wide Insecticide

Generations of use in every part of the Globe have proved its efficacy — no insect can live, once it comes into proper contact with Keating's, and as even the most careful home cannot escape insect pests, such as

Flies	**Ants**	**Bugs**
Fleas	**Wasps**	**Cockroaches**
Mosquitos	**Beetles**	**Moths**

it is an article in constant demand, and, once used, its merits ensure repeat sales and steady, profitable trade.

Made by THOMAS KEATING, London, England. Established 1788.

Sole Agents for Canada:

Harold F. Ritchie & Co., Limited

10 McCaul Street, Toronto

CARVER'S TONIC SALTS

A Combined Nerve Tonic and Blood Purifier

Contained in neat, attractive tin — good for effective window show.

These salts are not just the usual effervescing refreshers but contain active medicinal qualities.

They purify and stimulate the liver and digestive organs.

A good line to market, showing a handsome profit.



Address enquiries to your usual wholesaler or direct to

JOHN CRAMPTON & CO., LTD.

Manchester, England

Est. 1849

EDDY'S



Silent Five Matches

Canada's best liked household match. Made from choice, soft, smooth-fibred pine that will not break in striking. Sesqui tipped, silent striking and non-poisonous. Silent Fives are chemically self-extinguishing—they go out *completely* when blown out. No after-glow.

Indurated Fibreware

Every housewife appreciates the manifold advantage of Indurated Fibreware Utensils over the old-fashioned wood or metal ware.

Utensils made of Eddy's Indurated Fibreware will never shrink or fall apart. Leak proof, too, because made seamless in one piece.

Keep your stocks displayed.



The
E. B. Eddy Co., Limited
Hull, Canada

Eureka Refrigeration Equipment



This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.
Head Office and Factories:
OWEN SOUND, ONTARIO

OCEAN BLUE

In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

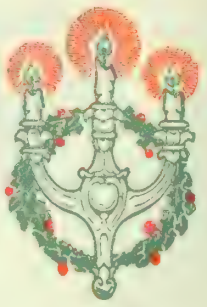
It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from Your Wholesaler

HARGREAVES (CANADA) Limited



Christmas Greetings



In all sincerity and in genuine appreciation of your valued patronage and pleasant business relationship during this fading year, we extend our heartiest Christmas and New Year's Greeting to our esteemed patrons. May the New Year bring **you** success in plenty and **us** the continuance of your trust.

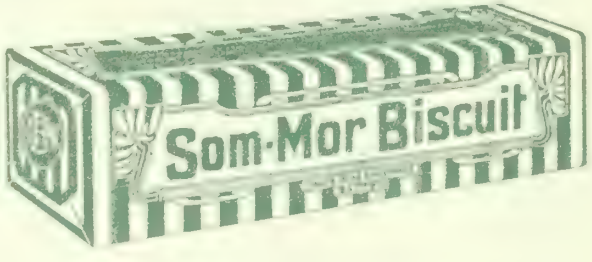
W. H. Escott Co., Ltd.

Manufacturers' Agents and Wholesale Grocery Brokers

Winnipeg

Fort William, Regina, Saskatoon, Calgary, Edmonton

In Striped Packages Only



There is no mistaking the Biscuit in the Striped Package. It "stands out" in your store.

The top quality and appetizing flavor of this Som-Mor Biscuit is even more distinctive than its Striped Package. Your sales will prove the worth of this fact to you.

Varieties:

All Western Canada sees the Striped Package advertising in the newspapers and farm papers.

North-West Biscuit Company, Ltd.

Edmonton, Alberta

Regina Saskatoon Calgary Vancouver



To Protect our enviable reputation, and our customers against disappointment, we must announce

ALBATROSS PILCHARDS

are never sold un-labelled, nor under any other brand than ALBATROSS.

EVERY MORSEL EDIBLE AND DELIDIOUS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec :—Alfred Powis & Son, Hamilton, Ontario
Manitoba and Saskatchewan:—H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia :—Mason & Hickey
J. L. Beckwith, Victoria, B. C.

WESTERN CANADA

JOHNSON LIEBER MERCANTILE COMPANY
of Canada, Ltd.
Brokers and Manufacturers' Agents

product.

850 Hastings St. West, VANCOUVER, B.C.

JOHN PRITTY, Ltd. Manufacturers' Agent
HEAD OFFICE: REGINA, SASK.

MARKET. RESULTS 100% GUARANTEED

Vancouver Office of
Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

The Most Important Point About Any Canned Food IS



WHO PACKED IT

Kiltie Brand Pinks are vouched for by

WALLACE FISHERIES
LIMITED

When Writing Advertisers Please Mention This Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs' Agent and Importer
Groceries and Chemicals
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Confectionery and Smokers' Sundries

Donald H. Bain Co.
WHOLESALE GROCERY COMMISSION AGENTS

Sincerely Wish You
A Merry Christmas
and A
Happy and Prosperous New Year

Head Office: WINNIPEG
Branches REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT SARACEN'S HEAD, SNOW HILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.



The Largest in Western Canada

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Merry Christmas
and a
Happy New Year

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OF CANADA, LIMITED
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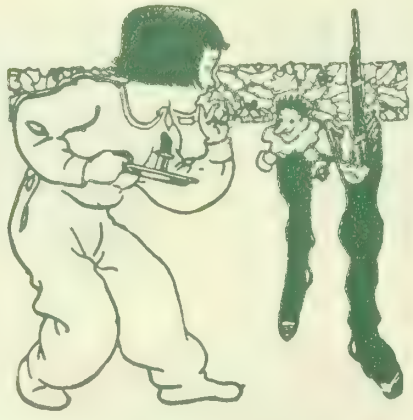


Wishing You
a
Merry Christmas
and
Happy New Year

Malcolm Condensing Co., Limited

ST. GEORGE, ONTARIO





A Merry Xmas and Most Prosperous New Year

To Our Numerous Customers and Friends.

A continuance of our good relations more than ever.

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Wholesale Grocers, Importers and Manufacturers

MONTREAL

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CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXIV. TORONTO, DECEMBER 24, 1920 No. 52

EDITORIAL CONTENTS

Canadian Grocer Wishes All Its Readers a Happy Christmas 29
Higher Prices Are Predicted For Sugar 30
Robt. Simpson Co., Ltd., Attractive Christmas Display 31
Luxury Tax Is Abolished on Some Lines—Candy Manufacturers Protest Against New Ruling 32
Statesmanship in Business Is Now Essential 33
Editorial Page 34
Fighting the Chain Store Effectively 35
Christmas Window Contest 36
Current News 37-38
Western News 39-40
General Markets 41-47
Markets by Wire 48
Produce Section 49-52

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We Wish You A Joyous Yuletide

May you enjoy a Merry Christmas and may the New Year bring to you and yours a wealth of Health and Prosperity

Connecticut Oyster Co., Ltd.

Canada's Exclusive Oyster House

50 Jarvis St. Toronto

The T. H. Estabrooks Co., Limited, desire to extend to the retail grocery trade of Canada every good, old-fashioned wish for a Merry Christmas and a Prosperous New Year.



T. H. ESTABROOKS CO., LIMITED

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Merry Christmas, Happy New Year

to all our customers and friends. We extend the season's greetings, hoping that 1921 will bring you all Health, Wealth and Prosperity.

Martin M. Sichel and Co.

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HAVE YOU ORDERED YOUR SUPPLY OF THIS

"Genuine Turkish" Delight

DROMEDARY BRAND

Packed in 1, 5 and 10 lb. boxes. Write us for prices and discount.

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your efforts will have counted for something—because you have satisfied your customer and she wants the best.

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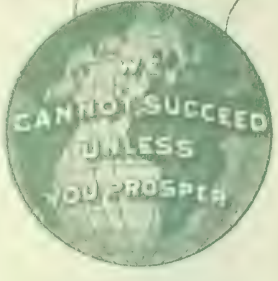
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The value of the cereal crop in Western Canada for this year is estimated at a

BILLION DOLLARS

This does not include the wealth to be derived from other products, such as hogs, cattle, sheep, wool, butter, eggs, cheese, etc., etc.

Such wealth means a vast purchasing power in Western Canada—To participate in the distribution which will be secured through circulation of such wealth you require real live-wire, up-to-date brokerage representation.

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CANADIAN GROCER

VOL. XXXIV TORONTO, DECEMBER 24, 1920 No. 52

CANADIAN GROCER WISHES ALL ITS



READERS A VERY HAPPY CHRISTMAS

Look With Confidence on Future

REVIEWING *the past, we in Canada can look with thankfulness on a long period of prosperity, and while at present we are passing through a period of readjustment, we can with confidence look to the future. There is every indication that the weeks of unsettled business conditions, inevitable because of inflated prices, and the insistence of the public that more normal levels be reached, will be passed without any undue disturbance of trade, or the creation of anything approaching a panic in the business world. The process of returning to lower prices, and a state of normality, is being accomplished slowly and steadily, and while buying has been somewhat restricted, for the time being, there is much to substantiate the assertion that has been made, that buying cannot long be withheld.*

Aggressive grocers have put forth a big effort to stimulate trade in the holiday season, and there is every reason to believe that their efforts have not been in vain. There should be nothing of serious moment to interfere with the pleasure of Christmas. With confidence in the future, and thankfulness for past prosperity, merchants generally, and grocers in particular, can enter fully into the spirit of the Yuletide season. Canadian Grocer again extends the old, old wish, and may the coming year be an era of unbounded prosperity for each and every one of its readers. In the words of Tiny Tim, of Dickens fame, "God Bless us every one."

Higher Prices are Predicted for Sugar

Figures Show That Raw Sugar is Cheaper Than in 1916. Cuba Is Suffering as a Result of the Financial Strain—Present Decline, It is Believed, Has Been Too Drastic

By Staff Correspondent of Canadian Grocer

MONTREAL, Dec. 22.—Sugar has declined another half cent per pound this week. The quotations now made are generally $10.50 per hundred. In discussing the sugar market with E. W. Wallace, assistant sales manager of the Acadia Sugar Refineries in Montreal, a Canadian Grocer representative was informed that the general impression of the present sugar market as viewed by the officials of this company is that within the next three months the sugar market will start on an incline to higher prices. In substantiation of this viewpoint Mr. Wallace said: "In the first place, we have a higher rate of exchange between Canada and the United States than we have had for some time. This cannot help but affect the price of sugar in Canada, but on the other hand in order that the change in the sugar market, whatever it will be, might be more stable than would be the case if it only depended upon the rate of exchange, we have to analyze the primary market for Cuban sugar, which supplies most of the raws for Canada. Cuba, at the present time, is in dire need of funds. The growers of sugar cane are forced to accept almost any price offered them for their stocks. As a result sugar is being bought now as low as 3¾c per pound for the raws. The New York buyers are refusing to buy shipments until the same are within a day's journey of New York and in that case the shippers have to accept almost whatever is offered to them.

Some Interesting Facts

"A comparison of high and low prices on both raw and refined sugar for the past five years (which is given below), shows some very interesting facts about the past of the sugar market and may indicate something for the future. It will be noticed that the low price for raws for this year is lower than the highest point of 1915. In that year the biggest price that the Cuban growers got for their sugar was 4.19 cents and to-day they are only getting approximately 3.75 cents per pound, whereas one year ago they were getting as a minimum figure 5.88 cents and as high as 12.50 cents. At the same time this price is actually lower than the lowest price paid in 1916, although a little difference appears in the figures given. This is accounted for by the fact that although these figures quote 3.75 cents as the new price, this year's sugar has been bought as low as 3.58 cents. The cost of production, labor, implements, living, etc., as we all recognize, has advanced considerably since 1916 and it is not to be expected that even the Cubans can produce this year at the cost of the production for 1916. It is easily recognized that the present market is not normal and that if Cuba is to be able to finance herself she will have to get more for her raw sugar.

Present Decline Too Drastic

"It is granted that sugar will be permanently lower than it was, but the present decline is too drastic to be permanent. It has not been accompanied by a corresponding decline in the cost of production or marketing and the value of raws will, in my estimation, have to come up again if Cuba is to be able to carry on her production at all. The permanent decline in values to a figure which is normal will only come gradually as the whole cost of living, labor and marketing comes down. At the present time refiners are only on the eve of refining the raw sugar and none of the cheaper sugar is yet on the market. I firmly believe that before two or three months are over we will see the sugar market once more on the incline. There is considerable of the old crop left in Cuba and if the Royal Commission of Britain decide to buy it will be a stimulant to the market. At the present time individual buyers are able to purchase and sell sugar cheaper in Europe than the Commission is doing at the present time."

This review of the sugar market and the figures supplied seem to indicate that just as sugar was abnormally high a few months ago, so it is now abnormally low and that a reaction may be expected in view of the facts here disclosed.

Comparison of Sugar Prices

		Raws	Refined
1915	High	$4.19	$6.75
	Low	2.65	6.00
	Net	3.62	6.10
1916—	High	5.62	[illegible]
	Low	[illegible]	6.60
	Net	4.76	7.28
1917	High	[illegible]	9.00
	Low	[illegible]	7.25
	Net	[illegible]	7.90
1918—	High	5.88	10.05
	Low	4.98	[illegible]
	Net	5.10	[illegible]
1919	High	[illegible]	12.00
	Low	[illegible]	9.90
	Net	6.35	9.90
1920	Present	3.75	10.50

Luxury Tax is Abolished— A Few Lines Still Affected

Government States That the Serious Unemployment is the Principal Reason for the Abandonment of the Tax—Confectionery and Certain Proprietary Preparations are Still Subject to a Tax.

The grocery trade is practically unaffected by the announcement from Ottawa this week of the removal of the Luxury Tax, but proprietors of general stores will be interested in the list of articles that are now exempt from this taxation. Candy is still subject to the tax, but as this tax has been absorbed by the manufacturer, the grocer has not been troubled with the business of collecting it.. Patent and proprietary preparations containing alcohol, lime and fruit juices, fortified spirits and strong waters, perfumery and toilet preparations, are also listed among the lines not exempt.

OTTAWA, Dec. 20.—All "luxury taxes" imposed at the last session of Parliament have been abolished with the exception of those on spirituous and alcoholic liquors, medicated wines, patent and proprietary preparations, containing alcohol, lime and fruit juices, fortified spirits and strong waters, perfumery and toilet preparations, playing cards and confectionery.

On and after December 20 no luxury taxes are to be collected on goods other than those mentioned.

The order in Council arranging for this extraordinary volte face in taxation was passed on Saturday last under authority of section 92 of the Consolidated Revenue and Audit Act, which empowers the Governor in Council to remit any duty or toll.

The sales tax, collected from manufacturers, wholesalers and importers, will, however, remain in full force.

Solving Unemployment

The serious unemployment situation is the principal reason given by the Government for taking this step. Representations from all parts of the country have been made to the effect that indus-

A Christmas Window That Attracted Thousands· and Much Favorable Comment From Passing Crowds



Illustrating how the Robt. Simpson Co., Ltd., Toronto, displayed their Christmas groceries and specialties during the fortnight preceding the holiday.

tries engaged in making the articles on which luxury taxes were charged have almost come to a standstill, and that the removal of these taxes would mean a great deal more employment.

Before the Tariff Commission manufacturers of expensive boots and shoes, pianos, gramophones, sporting goods to some extent, costly furniture, carpets and draperies, as well as clothing, always referred to these taxes as the chief reason for low production.

A keen eye will be kept on the situation to see whether more employment results from the abolition of the taxes.

May Add Other Lines Again

It is generally understood that these taxes are being abandoned forever, so far as the present Government is concerned, but if it proves that no more employment results from the abolition of any of these taxes than there is now, the exigencies of the debt situation and the large revenue needed to keep the country's Federal affairs running may lead to a few more articles being added to the new "luxury" items still left under taxation.

Other Sources of Revenue

It is almost certain, however, that the Finance Minister will in future confine himself to three important kinds of taxation—customs and excise duties, sales taxes and income taxes. The sales tax may yet be extended to the retail trade, where it would make as much revenue [illegible]

With the dropping prices of goods the Finance Minister found that its revenue from the "luxury tax" source was decreasing greatly. A large number of articles dropped in price below the exemption level and the public stopped buying, so far as it could, articles on which there was no exemption, confident that these taxes would not last and that prices would come down still further.

Nothing can be done until the next session of Parliament to arrange for new sources of revenue to replace that now abandoned. As shown above, the Government will try to get it by means of extending the tariff and excise, the income tax and the sales tax, especially the latter.

Crop of Peanuts is Valued at Eighty Millions

It is officially reported that during recent years few crops have experienced such rapid growth in acreage and production as in the peanut industry.

Before 1856 the peanut was unknown commercially; by 1899 the yield in the United States was 1,861,000 bushels from 568,654 acres; and in 1918 the product of 1,661,000 acres reached 45,856,000 bushels.

There was a falling off last year, but the increase in price kept up the value. The total farm value of last year's crop was estimated at about eighty million dollars.

It is reported that the rapid growth of the peanut industry has caused a brisk increase in the development of the peanut by-products. Among the most important of these are peanut oil, peanut meal, peanut hulls, and peanut flour.

At present the producers are obliged to ship the nuts at once after harvest, at a time when the transportation is cramped by the movement of live stock, grain and fruit. It is believed that if storage facilities were provided, the peanut crop could be moved in such a way as to make the demand more uniform throughout the year, stabilizing the market.

Atlanta, Georgia, is the centre of the peanut industry. The commercial crop is grown entirely in the South; but the peanut may be raised advantageously in many regions where hitherto it has been quite ignored. The Government is giving attention to the peanut, and a farmers' bulletin is issued, telling how to grow them.

Candy Manufacturers Strongly Protest Against New Ruling

Much Indignation is Expressed at Action of Government in Not Lifting Luxury Tax on Candy—"It Is Not Only Unfair, But It Is a Fiendish Thing," Says C. J. Bodley

"IT IS not only unfair, but it is a fiendish thing," remarked C. J. Bodley, secretary of the confectionery, biscuit and chocolate industries of Canada, to a representative of Canadian Grocer in commenting on the removal of the luxury tax on almost everything but candy and a few other things. "Protest from all over Canada is going forward to Sir Henry Drayton," Mr. Bodley continued. "We are trying to arrange an interview with him, but as this is a bad week it will have to be deferred until next week. The only reason I can see for the Government leaving the tax on candy and chocolates is that it has been the easiest one to collect. The manufacturer collected the luxury tax in this instance, and the Government had very little trouble with it."

A Storm of Resentment

The executive committee of the association met in Toronto this week as a result of a storm of letters of indignation from all over the Dominion that candy should be included in the same category as liquors and playing cards.

"So long as this form of taxation was considered necessary in national interest," stated Mr. Bodley, "the confectionery manufacturers were perfectly willing to take their medicine and do their share. Of course, like people in other lines, their business suffered through decreased sales, and this in turn necessitated staff reductions and lessened output, but if, as explained from Ottawa, one of the primary reasons for repealing the tax with respect to other commodities was the expectation that it would stimulate buying and thus lead to increased factory employment, why was discrimination practised in the case of those who have been accustomed to earn their livelihood by making candy and dipping chocolates?

Employment Below Normal

"Employment in Toronto confectionery factories is away below normal," continued Mr. Bodley. "I have one large establishment particularly in mind where they are employing only 52 per cent. of the people they employed a year ago. The production in that same factory is only half what it was in May last, when the tax came into effect, and whether or not the tax was wholly responsible for that result, it is certainly largely responsible. The condition here reported is typical of conditions in confectionery factories all over Canada. Normally our industry would employ 20,000 hands, and so long as it is operating to only 50 per cent. capacity in consequence of this luxury tax, it means that the retention of the tax is unnecessarily adding 10,000 to the number of unemployed in this country."

In the case of candy, the Government, it is stated, takes the stand that the cheaper grades, which are usually given to children, are free of tax in any case, so there is no suggestion of depriving the kiddies of their Christmas candy, and the more expensive grades of chocolates, etc., which are really in the luxury class, are still taxed and likely to remain so.

Foreign Enquiries for Canadian Foodstuffs

Manufacturers desiring names of foreign buyers as referred to below can secure them by writing Canadian Grocer, University Ave., Toronto, and giving number of enquiry.

2476. **Flour.**—A London firm wish to obtain quotations f.o.b. St. John for Canadian flour for shipment to the Eastern Mediterranean.

2477. **Cereals.**—A Nottingham firm wish to get in touch with exporters of cereals.

2478. **Produce.**—A Nottingham provision importer asks to be put into communication with Canadian shippers of bacon, cheese, eggs, lard, butter, canned meats, salmon and lobster.

2479-2480. **Produce.**—Two Nottingham firms are prepared to receive quotations on all kinds of produce suitable for the wholesale provision trade.

2481. **Cheese.**—A Nottingham firm are prepared to consider offers of cheese.

2482. **Oats, oatmeal.**—A Nottingham firm would like to receive quotations from exporters of oatmeal and rolled oats.

2483. **Hops.** — A Nottingham firm would be prepared to consider offers of hops.

2484. **Alimentary products.** — A French importer is desirous of representing Canadian firms in condensed milk, butter, lobster, salmon, lard, canned beef and pork. The inquirer is general agent for manufacturers of canned goods from Portugal and claims to do a large business.

2485. **Foodstuffs.**—A manufacturer trading corporation in Trinidad, who at present represent large American interests, desire to secure Canadian connections in foodstuffs, including flour, porkstuffs, fish, canned meats, lard and condensed milk. Territory includes Trinidad and neighboring islands.

2486. **Feedstuffs.**—A large trading corporation in Trinidad desire to represent Canadian interests for feedstuffs, including oats, hay, and pollard. Good business guaranteed.

2487-2490. **Canned Salmon.** — Four firms in Constantinople—one a large British house with extensive connections, and another handling American canned goods lines—are desirous of receiving particulars from Canadian suppliers of canned salmon with a view to the resumption of normal trade with that centre.

2491 - 2493. **Jams and marmalade.**—Three firms in Constantinople—one a large British concern with extensive connections and another representing an American line of canned goods — are desirous of receiving particulars from Canadian suppliers of jams and marmalade of all kinds with a view to the resumption of normal trade with that centre.

2494. **Ship chandlery supplies.** — A British firm in Constantinople, with extensive connections, desire to receive particulars from Canadian suppliers of ship chandlery supplies with a view to future developments of this trade.

2495. **Provisions and oils.**—A British firm in Constantinople desire to get into touch with Canadian exporters of vegetable oils, linseed and provision lines.

2532. **Matches.**—A firm of merchants and commission agents in Constantinople desire to receive particulars from Canadian exporters of matches.

Curtailing the Number of Grocery Stores in 'Frisco

Over in 'Frisco there is a movement on foot to curtail the number of grocery stores.

In San Francisco there are 1,200 groceries, or one to every eight families. There is an enormous duplication. One good store can serve 600 families, we have found. Some actually are serving well 1,000 families. San Francisco, for efficient service, should have no more than 200 groceries instead of 1,200. In one part of the city, in two blocks, there are seventeen groceries. Not one of them can adopt a real merchandising policy; there is too much duplication. The consumers in those two blocks are paying the overhead of every one of those seventeen stores; they should be paying for only one store, two at most.

Canadian Grocer would be glad to know what Canadian retailers think of this.

Statesmanship in Business is Now Required

POINTING out that there can be statesmanship in business and that this is a quality which is much to be desired under present conditions, an article in Forbes, says: "That man is a business statesman who displays unusual breadth of vision; who exercises great foresight; who possesses keen, mature judgment; who knows how to handle both men and affairs; who has backbone, yet knows when to compromise; who can distinguish between stick-to-it-iveness and stubbornness; who is fortified by innate self-confidence, but not weakened by vain conceit; who inspires loyalty by outstanding qualities of leadership.

The business statesman is big and broad, ripe in knowledge, rich in experience.

The work he does to-day is designed to fit into the plans he is maturing for to-morrow.

He will, if need arise, sacrifice a present profit for a future advantage.

He is not swayed by superficialities, but analyzes fundamentals.

He does not lose his head; he makes a point of always maintaining his poise.

He courts the views of others, but forms his own conclusions—and sticks to them until events prove him wrong, but no longer. The late James Stillman, upbuilder of the largest bank in America, once remarked to me: "Sabin will go far. He is not only able, but when he makes a mistake he is not, like most of the others, too pigheaded to admit it. He is willing to acknowledge it and to rectify it." The trust company of which Mr. Sabin is president is the largest in the world.

The Business Statesman Rarely is a Recluse

He learns much by mingling with other men of ability and encouraging them to open their minds.

He studies human nature as closely as he studies the markets of the materials in which he is interested.

Though often conscious of masterliness within, he is careful not display it—except on extreme occasions when it becomes necessary for him to assert himself and his decisions.

He rules by moral suasion rather than by brute force.

E. H. Harriman is quoted by Otto H. Kahn as having declared, on the occasion of his election to the New York Central directorate, whose members were unfriendly to him: "All the opportunity I ask is to be one among fifteen men around a table."

There is no patent medicine that can transform a mediocre business man into a business statesman.

Many men masquerade as supermen who are in reality little, lightweight fellows.

Strutting doesn't beget statesmanship.

Posing is not a substitute for profundity.

"Dignity" cannot take the place of superior ability.

Pride nearly always betokens puniness.

Statesmanship is not an outward, but an inward, quality, or, rather, a mixture of qualities.

The qualities that flower into statesmanship are commonly the product of much and long painstaking effort, diligently directed.

Statesmanship is not quackery. A politician may be a quack; a statesman, never.

Business Statesmen are Made, not Born

Almost any man who applies himself early enough and earnestly enough can, under proper guidance, acquire at least some measure of business statesmanship.

Theodore N. Vail became a brilliant business statesman because he saturated himself with knowledge of the telephone business, acquired and exercised wonderful vision of its potentialities, grasped the importance of placating and getting on with rivals as well as the public, and exhibited such judgment that others willingly accepted him as a leader.

H. P. Davidson is a conspicuous example of the financial statesman — thoroughly grounded in both the theory and practice of banking, broad-gauge, diplomatic, enterprising, ambitious, forward-looking, an organizer alike of business projects and of men, as witness his Red Cross achievements during the war and his subsequent organization of the world-wide League of Red Cross Societies.

James J. Hill was a railway statesman. His thoughts were cast in large molds and his activities were correspondingly large-scale.

These and many other men of conspicuous achievement rose to the level of statesmanship not by one lucky stroke, not by one brilliant inspiration, but by well directed, persistent, ceaseless effort, their eyes constantly on their goal and all their waking moments devoted to carrying them towards it.

To attain the calibre of a business statesman practise sustained thought, master basic principles, study all of the past that has any bearing upon the present or the future of your business, analyze conditions, learn the workings of the human mind, reflect much, look ahead, plan for the future, but always without forgetting that the fruits of the future depend on what you sow to-day.

Won War By Smoking Pipe

Marshal Foch, when asked how he won the war, said: "When a man of ordinary capacity concentrates all of his faculties and all of his abilities upon one end, and works without diverging, he ought to be successful. He ought not to get lost in passing impressions. Facts alone count, and he ought to devote himself to facts. . . . How did I win the war? I did it by smoking my pipe. I mean to say in not getting excited, in reducing everything to its essential, in avoiding useless emotions, in concentrating all my strength on my job."

Early dig into all details; then, as soon as possible, delegate them to others.

Organize your work.

Do nothing understudies can do efficiently for you.

Don't lose either your patience or your temper.

Be tolerant.

Demand much of yourself but don't expect so much from others.

Don't be a weather-vane.

Have ballast.

Continued on page 38

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

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PROSPECTS SUCCEED PROSPERITY

BECAUSE of the fact that it is unprecedented it is hard to tell just what will be the outcome of the "period of depression" which has been looked for since the signing of the armistice and which, in a sense, is now at hand. Experts, however, are not pulling a the-worst-is-yet-to-come face. Sound prosperity is believed to lie before. The day of extravagance has gone the way it was believed it eventually would go but the wise heads in business never mixed extravagance up with good business. A speaker in Toronto recently gave it as his opinion that the country now has prospects but not prosperity. This position, he felt, was better than the one in which the country found itself last year when it had prosperity but not prospects. That brighter times are coming is the opinion freely expressed by men who are closely in touch with business conditions. Richard Wyckoff, editor of the Magazine of Wall Street, says that "we should prepare for a long period of prosperity," while Forbes' Magazine believes that "better business is coming" and that "at the opening of 1921 we should be heading toward sound prosperity." There is no doubt but that the readjustment period is here. Demand in all lines has slackened. But this is not because there has been any great increase in supply. It is just a case of most conservative buying. The laws of supply and demand will in time regulate matters but in the meantime better salesmanship will be needed. The grocer, like every other merchant, is not going to snap up everything that is placed before him. He is going to be canny in his buying. In other words, he will "have to be shown." The manufacturer and wholesaler will have to give the grocer all the attention to which a "man from Missouri" is entitled. His good will and patronage will have to be cultivated and the grocer, in turn, will also have to be on his mettle and at all times prepared to use the drag-hooks that will gain for him the good will of the general public.

DON'T NEGLECT YOUR ADVERTISING

"WHAT do you suggest as a wise advertising policy to adopt at this time?" This query reached Canadian Grocer recently and incidentally brought up one of the most important matters that the merchant has to deal with. Present conditions have led many business men to believe that advertising is by way of being an unnecessary expense. This idea is the very last that should be entertained by the man who wants to survive the present period of business depression. Store advertising can play a very important role in the scheme of readjustment and the wise merchant will keep his name before the buying public and see that it is regarded as a signature to truth in advertising. He will use his advertising as a means of sales promotion, and he will appreciate that sales promotion is most needed when people are hesitating in spending money. As one merchant aptly expresses it: "When I want my flivver to climb a hill I give her gas." The trade is climbing a very steep hill at present and needs an additional amount of power behind it in order to make the grade. Advertising of the right sort will supply a big percentage of this power.

EDITORIAL BRIEF

THE CHEERFUL voice behind the counter always brings results. Customers like to feel that business is not altogether devoid of friendship.

* * *

PSYCHOLOGY is not to utilize space with things the consumer knows he wants and needs without having the suggestion forcibly before him, but to use that space for displaying articles intended to give the consumer a suggestion and thereby create the impulse to purchase.

* * *

NOW THAT the luxury tax is abolished, merchants advertising goods upon which the tax has been included in the price at a reduced rate, should watch this very carefully. For instance, some stores are advertising their goods at a reduction of 10 per cent. This reduction off the selling price figures out to more than the 10 per cent. which was added to the selling price to take care of the 10 per cent. luxury tax. For example, an article originally sold for $15 plus 10 per cent. luxury tax is $16.50, but if a reduction of 10 per cent. is made because the luxury tax is abolished, the price would then be $14.85. Thus it is seen that the merchant can very easily lose a lot of money if this point is not carefully watched.

Fighting the Chain Store Effectively

One Way in Which to Do It, is to Specialize in the Lines That the Chain Stores Cannot Handle—Chain Stores Avoid "Perishables"—Dealing only in "Dry" Groceries.

By HENRY JOHNSON, Jr.

THERE is no use trying to "fight" the chain store, nor the mail order fellows by any process of complaining about "'unfair competition." The way to do is study and learn from them. The individual grocer benefits from his close association with those men; for they are up and doing, awake, progressive. Best of all, they are willing to tell what they know—and that is the best kind of help.

It is the same elsewhere. Recently I sat in a meeting of grocers wherein trade problems of immediate importance were discussed. After listening for a time, one man got up and analyzed many factors in present-day groceries with a skill, a mastery of detail and frankness that was refreshing, enlightening and instructive to anybody who could reason things out for himself. Who was he? He was the moving spirit in a chain of seventy stores.

He showed that chain stores cannot handle perishables because perishables are variable and cannot be checked out accurately. All merchandise is charged to each store at retail. It must check out. The needful allowance for shrinkage in perishables makes exact checking impossible. This opens the way for pilferage which cannot be located and that leads to demoralization and is therefore something to be sidestepped at any cost.

Quality and Value Enter All Business

But there is yet a more serious objection to perishables from the chain-store standpoint. It is this: Unless perishables are kept up to the top notch of condition and attractiveness, they are a detriment instead of an advantage to any store. Running units of chains on the most economical basis possible, it is not practicable that the needful attention should be given to perishables by the average chain store manager, hence perishable displays get ragged and therefore are killers of trade.

Chains must depend on two things: quality for price and attractive stocks. Inasmuch as deliveries are not made and customers do not trade by 'phone, the customers come to the store, see its arrangement and condition, and thus it must be attractive. So it is better for it to forego expected earnings from perishables than to have them in untidy and repellent condition, and they are being dropped.

Dealing only in "dry" groceries, therefore, in canned goods particularly, the chain must have splendid values to offer and maintain at a uniform level to attract and hold trade, for it has no personality. It offers simply impersonal merchandise for a definite consideration.

All this was told in open meeting frankly and fully by the chain store man. Is there a thing in what he said that does not strike home to all of us? Is there not in what he said an indictment of vast numbers of us? As he spoke, I had in mind an old-time grocer of that same town. He has a service store and enjoys the patronage of the "best people," those who ask and are ready to pay for service. I had visited that man's store the same day and its condition was a caution!

Laziness, Slovenliness Everywhere!

It was dirty. It was disorderly. From the desk of the fat female cashier, who leaned indolently against the litter chewing gum, to the shelves, scales and baskets, it was such as to discredit the grocer. Surely, I thought, only the fact that his customers seldom see the inside of this store is to be credited with his retaining any trade at all.

The keeper of that store was not at the meeting. He had been invited. Probably, he was "too tired," or he "forgot all about it", or he went to a movie, or he felt that "'he'd get nothin' out of it." But the owner and originator of seventy stores, a chain that grows with each passing year, was there. He was not too busy, nor too tired, nor did he think he knew too much!

Is not your opportunity heralded by this story? If perishables are goods which need individual attention and which pay well under such attention, is not this department one to which you should devote your preferred attention? It is a line well known to be attractive and profitable if conscientiously handled. The chain store cannot handle it at all! What more do you want? To fight the chain effectively, bear down heavily on the lines it cannot handle. Here you can do something it cannot do. Why not get busy instead of "grousing" about it? Here is the tale of one who does that very thing—and who never has time to complain about ANY competition. The story is based on conditions which prevailed on December 6th. They may be altered when you read this, but you can make your own deductions and draw your own conclusions if you will think a bit.

When Short Margin is Good Business

In a large mid-western city this grocer had been paying $11 per box for oranges because it was the end of the Valencia season and navels had not yet come in. In a day, the market dropped to $7 for navels. He bought them and priced them thusly:

252s	40c per dozen
216s	35c per dozen
176s	60c per dozen
150s	75c per dozen
100s	$1.20 per dozen

If you figure that out you will find that his margins were as follows:

On 252s, 16 2-3 per cent.
On 216s, 22.22 per cent.
On 176s, 20 per cent.
On 150s, 25.36 per cent.
On 100s, 30 per cent.

"'Too little on the small sizes," you probably will say, though probably, also, you will not think the largest size is priced at too wide a margin. But this man knows exactly where he is going, and he states his reasons thus:

"My object in dropping to 40 cents on the small size was to show my people at once that 40 cents again would buy a dozen oranges. The margin was too narrow, but I'll get the trade coming and when prices get lower—as, of course, they will—I'll get my profits all right out of sales greatly accelerated by the very fact that I have now taken a small margin. I shall be known at once as headquarters for oranges at right prices.

"But incidentally also I shall force others to meet those figures and that will save the entire trade from being held up as gougers and profiteers—something that always happens on a rapidly declining market because the average grocer is so slow to grasp changes either up or down. On an advancing market he fails to get what he should get. On a declining market he gets so much as to slow his sales and bring discredit on the entire trade. So I am forcing him to do himself good while I am building up my own turnover.

"I am doing more. Meats are down. Pork chops which formerly sold for 60c I am now selling for 35c. But the public does not note the fact that this is [illegible] consumer forgets just what [illegible] What sticks in her mind—and in the mind of her husband, too—is the old 17 to 20 cents of long ago. If the present concession, due to readjustment values, [illegible] attention they still think they are being gouged.

"So I am having the facts set forth [illegible] I find that the

(Continued on Page 47)

The Christmas Window Contest

For a number of years Canadian Grocer has held a Christmas window contest to encourage good window dressing. This year the policy will be continued but the prizes offered are double the amount of previous years.

It may be that the merchant himself will not care to enter the contest. In that event any clerk of the store is at liberty to enter a photo of the store's window. The real essential of a window display is its selling value, and that is not necessarily a matter of elaborate display.

Entries will be judged first on their selling value.

Second on their novelty of idea or arrangement.

Third on their general attractiveness.

The contest is divided into two classes, in order that the merchant in smaller places will not feel that he is placed at a disadvantage.

CLASS A
Towns and Cities Under 10,000 Population

1st Prize $10.00
2nd Prize 5.00
5 Prizes of $1.00 each.

CLASS B
Centres Over 10,000 Population

1st Prize $10.00
2nd Prize 5.00
5 Prizes of $1.00 each.

A description of the make-up of the window should accompany the entry. Photos where possible should be 5 x 7 or larger. Address all entries to

THE CONTEST EDITOR, CANADIAN GROCER
143-153 University Ave., Toronto

A Simple Method of Marking Goods Bought by Dozen

R. H. Coleman, a St. John, N.B., grocer, has a simple little method of marking up goods bought by the dozen, on which he wants to make a 20 per cent. gross profit. Taking the price per dozen, he moves the decimal point one figure to the left, which gives him the selling price of one article. Thus goods costing $2.40 a dozen, are marked 24c. An article costing $6.00 a dozen would be marked to sell at 60c. In moving the decimal point one figure to the left, he simply divides the cost price per dozen by ten, and the simplest explanation of the accuracy of the rule is that dividing by ten gives the same result that would be obtained by dividing by twelve and adding to the quotient one-fifth, or twenty per cent. of itself. The latter process would be the roundabout way of arriving at the selling price of each article. The rule only works, of course, when the gross profit is to be 20 per cent. Where the cost price ends in odd cents per dozen, and the price per article would be a fraction of a cent, Mr. Coleman lops off the fraction and adds another cent. Thus in buying something that cost $2.95 per dozen the selling price would work out at 29.5c each, and the article would be marked at an even 30c.

WHAT LOOKED LIKE A BARGAIN DID NOT PROVE SO

Rockland—Here's a "1-cent sale" that wasn't a success. A salesman entered the Thomas Monahan retail store and when the proprietor said that business was poor the salesman offered to buy him out. The storekeeper replied he would sell stock to the salesman at a cent for each article.

Noticing an organ, a kitchen cabinet and an expensive mahogany china closet standing in one corner of the store the salesman said that he would take up the offer.

The storekeeper then pulled a barrel of tacks from beneath a counter and started counting the tacks. He said he had three more barrels of tacks in the back room.

The deal was off.

WILL REDEEM LUXURY STAMPS

Ottawa. Dec.—Luxury tax stamps which are in the possession of merchants will be redeemed by the Department of Customs and Inland Revenue, Hon. R. W. Wigmore, Minister at the head of that department, announced. The license fee of two dollars which was charged all merchants when the luxury stamps regulation became effective will not be rebated.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

J. G. Reid, sales manager of the Acadia Sugar Refineries, Montreal, has gone to Toronto on business, where he will be for the next week or ten days.

A. J. Holling, who has just come from Sheffield, England, has bought the Coolbrook Market at Snowden Junction, just outside of Montreal. This grocery business formerly belonged to W. J. Falle, who is retiring from the grocery business.

C. Fairall Fisher, vice-president and managing director of J. W. Windsor, Ltd., Montreal, leaves New York on the Olympic next week for the Continent on a combined business and pleasure trip and will be away until April. He is accompanied by Mrs. Fisher.

Louis Ruelland, Quebec City, was elected president of the Commercial Travellers' Association of Quebec, at a recent meeting of the association in Quebec City. Other officers elected were: 1st vice-president, Joseph Tardif; 2nd vice-president, Ludger Lamonde; cor.-sec., J. C. Lafleur; arch. sec., J. A. Monency; asst. sec., Raoul Perreault; treasurer, Eug Bedard.

Directors, 1921-22—Jas. Valentine, Eugene Lemieux, Ed Bois, Victor Cote.

1921—Jos. Tardif, J. Emile Boivin, Henri Laroche, Johnny Comtois, Emile Boulet.

ONTARIO

Arthur Sainsbury, of Sainsbury Bros., Toronto, with his wife, has gone to California on an extended trip.

Otto Rindelhart has leased premises on Richmond St., at London, Ont., and is remodelling them for a modern grocery store and meat market.

McDonald and Riggs have succeeded the firm of J. H. McDonald at Listowel, Ont., and in addition to confectionery have just added a complete line of groceries.

Following a brief illness with blood poisoning the death occurred at Saginaw, Michigan, of Enos C. Kinsman, for several years in the grocery business at St. Marys, Ont.

Scandrett Bros., of London, Ont., have an unusually Christmassy and attractive window display this week, consisting of layer figs, seasonable fruits and Xmas crackers.

John H. Luxford, for twenty-four years a grocer in Walkerville, Ont., died from pneumonia at his home last week. He was born at Paris, Ont., 69 years ago, and conducted a grocery business until 1915 when he disposed of it.

George Larcry has opened a grocery store at 664 Annette St., Toronto.

Regan and Blackburn have opened a grocery business at 986 St. Clair Ave., Toronto.

Dominion Stores have opened a cash and carry store at 280 Avenue Road, Toronto. R. E. Creighton is manager.

Elliott & Marr, wholesale grocers at London, Ont., who recently purchased the large warehouse of John Tanton & Son, flour and feed merchants, are calling for tenders for remodelling the building and will fit up modern offices on the ground floor. John Tanton is retiring from business.

Plants of the Canadian Milk Products, Limited, have resumed operations after having been closed for a period of a few weeks. Improvement in the market for powdered milk has enabled the company to again operate as before.

The merchants at Strathroy, Ont., believing that it is good business to draw all the farmers and their wives possible to town, have a plan well under way for the establishment of a nicely equipped rest room. It is expected it will be opened early in the new year.

The Canadian Vitex Feed and Milling Co., of Toronto, will commence work shortly on a branch plant at London, Ont., to cost $25,000. W. A. Green has been appointed manager and it is planned to have the factory in operation by April.

Robt. E. Wright has joined W. A. Chadwick in the wholesale grocery brokerage business in Toronto. Mr. Wright has been in the canning industry for more than twenty years, latterly having been connected with Dominion Canners, Ltd., as manager of the factories at Picton, Ont. The firm is known as Chadwick & Wright.

Edward Bergeron, late of Quig Bros.' office staff, Cornwall, Ont., and Albert Lalonde, formerly on the staff of Brault & Macdonald, of the same place, have formed a partnership under the firm name of Bergeron & Lalonde, and have opened a grocery store in the premises formerly occupied by the late Melvin Derochie, on the Montreal Road, about 1 block east of Brennan's corner, Cornwall, Ont.

Joseph Hobbs, the oldest citizen of Port Burwell, Ont., passed away the other day at the age of 94 years. He was for many years a general merchant, and also occupied the position of postmaster at Lake View, near here.

W. T. O'Neil, of Goderich, was the successful tenderer for groceries for the County House of Refuge.

A burglary was committed at the general store and post office conducted by Fred P. Haines, Cheltenham, Ont., a few nights ago, an entrance being effected by breaking the glass in the door. A loss in goods amounting to $100 is reported.

At a meeting of the directors of the Naylor Osborne Milling Co. at Essex, Ont., C. E. Naylor was re-elected as president, but turns over the active management to his brother, James L. Naylor, who recently came east from Winnipeg.

Thomas W. McFarland, manager of the D. S. Perrin Co., of London, and a member of the Public Utilities Commission for several years, was waited on on Saturday by a delegation which presented a largely signed petition from citizens urging him not to retire as he had planned. As a result Mr. McFarland will again be a candidate at the coming election.

DEATH OF WIFE OF THE PRESIDENT OF WHITE SWAN CO.

Grocers throughout the Dominion and the trade generally will sympathize with Charles M. Wrenshall, president and general manager of the White Swan Spice and Cereal Co., Toronto, in the loss he has sustained by the death of his wife, which occurred at the family residence, 318 Eglinton avenue, Toronto, on Friday last. The late Mrs. Wrenshall had been ill for some weeks.

SALADA TEA EMPLOYEES ARE HAPPILY ENTERTAINED

The employees of the Salada Tea Company, Toronto, were guests of the firm at the headquarters of the company, King Street West, recently. The beautiful quarters of the Salada Company were thrown open to the wives, sweethearts, and brothers and sisters of the employees, and a splendid orchestra provided music for dancing. On the wall of the great club room was a large colored sheet in blue, red and gold, with Christmas greetings to Messrs. P. C. and G. R. Larkin from the employees of the company. Supper was served in the company's large dining room.

Cowan Co. Salesmen Meet In Annual Convention

Representative Salesmen From One End of the Dominion to the Other Attend Yearly Gathering—Many Subjects of Timely Interest Are Discussed

TORONTO, Dec.—Salesmen representing the Cowan Company, Ltd., from one end of Canada to the other, gathered in convention at the Cowan factory, Sterling Road, on Wednesday, Thursday and Friday of last week. Thirty-two salesmen were in attendance, one coming from as far east as Newfoundland. Following the address of the president, H. N. Cowan, the story of the cocoa bean was read to the convention by L. J. Washer. This interesting paper was illustrated by two thousand feet of film, showing the culture and growth of the cocoa bean from its very incipiency right down through the process of manufacture into the cocoa that goes to the people. W. W. Cherry was also present and answered any questions that were asked in regard to the manufacture of cocoa and chocolate. The men were afterwards taken through the plant, and watched the various processes of manufacture of cocoa and chocolate.

At noon on the first day a cocoa luncheon was served at the factory. Very artistic menu cards were given out, the covers being in four different designs. This luncheon was ample evidence of the many dainties that can be made from cocoa, and the new recipe book that shortly to be issued by the Cowan Company will contain a most comprehensive list of recipes covering a wide variety of ways in which cocoa can be prepared.

In the afternoon of the first day timely addresses on salesmanship included talks by H. P. Cowan, J. G. Gordon, E. R. Almas, and H. C. Christie. A general discussion followed on the selling of cocoa. During this session, too, an address was given by A. J. Felton, of the Alexander Hamilton Institute.

The Thursday session was taken up with talks on the co-operation of advertising in selling, and a splendid address was given on "credits" by a representative of Dun's, Mr. Shiels. Mr. Shiels, in his remarks, was optimistic as to the future, and while he believed that there would be some failures, possibly in the new year, he did not believe there was any need for great alarm. Things had been very much worse in the States than they were in Canada. An address was also given by E. G. Fischer, of the United Drug Co.

Among the pleasure features of the convention were a very enjoyable banquet at the Hotel Mossop on Thursday night, and a dance at the Old Mill tea gardens on Friday night.

United States Committee Agree On Protective Tariff Rates

Ways and Means Committee in U. S. Congress Decide on New Schedule for Agricultural Products—Wheat is 30 Cents per Bushel and Potatoes 25 Cents

WASHINGTON, Dec.—Agreement on the protective tariff rates to be imposed on agricultural products was reached at a recent meeting of the Ways and Means Committee. The rates in some instances are declared to be higher than those in the Payne-Aldrich Tariff Act of 1909.

The tariff rates decided upon are:

Wheat, 30 cents per bushel, or 20 per cent. ad valorem.

Corn, 15 cents per bushel.

Beans, two cents per pound.

Peanuts, two cents per pound.

Cotton seed oil, soy bean oil, cocoanut oil and peanut oil, each 20 cents per gallon.

Potatoes, 25 cents per bushel.

Onions, 40 cents per bushel.

Long staple cotton, 7 cents per pound.

Cleaned rice, 20 cents per pound.

Uncleaned rice, 1¼ cents per pound.

Cattle, 30 per cent. ad valorem.

Sheep, over one year old, $2 per [illegible]

Mutton (including lamb), 2½ cent[illegible]

[illegible]

"Skirled," or partly-cleaned wool, 20 cents per pound.

It is understood that there will be another classification for "scoured" or finer wool, which may equal 35 to 40 cents per pound.

Committee members said that no other articles than those mentioned would be included in the bill, and that attempts to inject other staples would be resisted.

Exporters in Canada Alarmed at Proposed U. S. Tariff Rates

Ottawa, Dec.—The possibility of the United States Congress yielding to the demands being made across the border for the placing of an embargo on the importation of foodstuffs is not viewed with approval in Canada as indicated by the Government and the heads of the Government departments.

In the Maritime Provinces the people are particularly alarmed over the prospect of potatoes being shut out of the United States, as it is realized that the loss of the chief market for the leading product of Maritime Province farms would mean stagnation for the agricultural industry of the Provinces down by the sea. The situation would be no less alarming for the grain and cattle industry of the Western Provinces and Ontario were an embargo to become effective.

In official circles, however, there is a disposition to doubt the possibility of the United States Congress yielding to the pressure for the prohibition of importation of the products of the farm. Canada is one of the best customers the United States has and it is not generally believed that Congress will sanction legislation which would have the effect of seriously disturbing trade intercourse between the two countries.

STATESMANSHIP IN BUSINESS

(Continued from page 33)

Let your work measure up to your faith.

At a time like this when the business seas are swirling and thick with the spray of white-capped breakers, statesmanship is peculiarly necessary to ultimate success.

On the surface, everything is going wrong.

Yet the truth is that almost every fundamental current is moving in the right direction.

Those who are easily thrown off their balance will fall.

Those who keep their heads, those who have exercised foresight and made their plans in consonance with what all clear-headed students of conditions saw was bound to come, those who have acted conservatively while others have been swept off their feet by a prosperity that was three parts artificial — such men, business statesmen, will come through the present ordeal without disaster and will contrive to turn the misfortunes of the imprudent to the advantage of their own affairs.

We are in the midst of a testing-time.

The man who has attained the calibre of business statesman will come through it stronger than ever, for he will look, plan and act ahead of the rank and file.

Statesmen have courage.

Now is the moment to act courageously, not cowardly.

NEWS FROM WESTERN CANADA

WESTERN

Four grocers in Winnipeg were accused of selling adulterated vinegar by J. B. Cosgrove, Dominion food inspector, recently.

W. Murray, western manager of the W. G. Patrick Company, of Winnipeg, is attending the firm's convention being held at Toronto, and Ed. Thomas, of Alberta, is also in attendance.

The storekeepers mentioned are: J. Duboff, 756 Ellice avenue; A. Cameron, 754 Arlington street; I. Posneor, 309 Berry street, and J. Mazlin, 256 Ferry road. They will appear at court early next week for trial.

The Edmonton branch of the Commercial Travellers' Association held an ice carnival in Edmonton on Thursday and Friday of last week. The affair was a great success and the proceeds were in aid of charity.

The many friends of George Reid will regret to hear of his death which occurred recently. The late Mr. Reid was one of the most widely known commercial travellers in Winnipeg, having during the past two years covered the district between Winnipeg and east of Fort William for the W. L. McKenzie Co., Ltd., of Winnipeg. He was only 37 years of age and many friends and associates were in attendance at his funeral.

The death of Charles R. Macken at 115 Kitson St., Norwood, Manitoba, occurred on Tuesday morning, December 14. He is survived by a widow, and two children, aged eleven months and nine years. Mr. Macken, as a commercial traveler, was known to most of the trade in Manitoba. He was born in Dublin, Ireland, and came to Canada in 1906. He joined the selling staff of Kenneth McKenzie & Co., wholesale grocers, Winnipeg, afterwards associating himself with J. D. Brack & Co. in the commission business, until such time as he joined the selling staff of Richards and Brown, Limited, where he had been employed for the past nine years. He was the immediate past president of the Caterers' Association, and was one of the hardest workers, and in fact one of the pillars of this organization. His funeral was largely attended. Interment took place at Elmwood Cemetery with full Masonic honors.

WESTERN MAN PROMOTED

T. Gibson Hall, Saskatoon, Sask., has been promoted to the position of sales manager for McCaskey Systems, Limited, Galt, Ont., manufacturers of credit register systems and counter check books. Mr. Hall has been acting as traveller in Saskatchewan for the past two years and takes his new position January 1, at the head office, Galt, Ont.

Now a Member of British Columbia Legislature

Vancouver, B.C. (Special).—Jas. Ramsay, of Vancouver, was recently elected to the British Columbia Legislature. Mr. Ramsay, as president of Ramsay Bros. & Co., Ltd., has been seventeen years in public life in Vancouver and has filled the various positions of school trustee, alderman, president of the Board of Trade,



JAMES RAMSAY

vice-president of the B.C. Branch C.M.A., and a number of other offices in civic and philanthropic organizations. Mr. Ramsay is on the aldermanic board in Vancouver this year, holding the chairmanship of the finance committee. Many matters dealing with grocery interests have come up and Mr. Ramsay has shown a sympathy and knowledge of retailing problems that so often are lacking in public officials.

With his recent election to the B.C. House, Mr. Ramsay has maintained his unique record of never being defeated. He is Liberal in politics, Conservative in policies, Presbyterian in religion.

F. W. Welsh is Now President of The Vancouver Trad. Co.

F. W. Welsh, Vancouver, B.C., is well known to Canadian Grocer readers. Some time ago it was announced in these columns that he had sold his "London Grocery" business. Now Mr. Welsh has bought a controlling interest in the Vancouver Trading Co., one of the oldest wholesale produce firms on the Coast. The firm has now been incorporated and F. W. Welsh is the first president.

"Sam" Turner, the founder, is still connected with the business. Mr. Welsh owned a lot in the centre of the "wholesale row" and has built a steel and concrete one-story fruit warehouse on it, and the company will be moved into their new home, 134 Water Street, before Christmas.

WESTERN CANADA FLOUR MILLS CO. MOVE TO NEW OFFICES

The Western Canada Flour Mills Co. have completed a three-story office building at 285 Macpherson Ave., Toronto, and will move from their present location on King St. E. during the next week.

WILL GROW PERFECT PRUNE IN AMERICA

Wilmington, Del., Dec.—The "perfect prune" is soon to be grown in the United States, Prof. L. R. Detjen, of Delaware College, announced in an address before the 34th annual convention of the Peninsula Horticultural Society.

Describing his super-prune, which is to be evolved from a domestic plum, Prof. Detjen said it would be the first time an American variety has been adopted to prune purposes, the output hitherto having been grown from European varieties.

Prof. Detjen explained that his plum, while of a commercial value now, will be carefully bred until it becomes the ancestor of a United States prune aristocracy which, he said, will be the "breeding stock for a new and hardier race of prunes for Eastern America."

OTTAWA COMMERCIAL TRAVELLERS ELECT OFFICERS

The annual meeting of the Commercial Travellers' Association of Ottawa was held recently, when the election of officers constituted the chief business of the gathering. The new officers elected were: President, Bert C. Gamble; vice-president, T. A. Crown; secretary, R. S. Mitchell; executive committee, R. M. Cochrane, Charles Devlin, M. Larose, H. Levigne, N. Boileau and H. Nesbitt.

The association will petition the city council of Ottawa to be allowed to vote in the municipal elections three days before election day. Officially it is stated that there are some 600 travellers resident in Ottawa, and unless this concession is made many of them must lose their votes.

B. C. Confectionery Manufacturers Are Dissatisfied With Luxury Tax

Larger Companies Claim That the Unorganized, in Many Cases Foreigners, Escape Paying the Taxes by Their Failure to Keep Proper Records—A Retailer Who Kept a Saucer Beside the Till

VANCOUVER, Dec. 21.—(Special)—The coast confectionery manufacturers are dissatisfied with the practical working of the luxury tax. They claim that the larger companies who keep their records correctly are penalized for so doing, the unorganized, in many cases foreign manufacturers, escape their just taxes by their failure to keep proper records.

Knows of the Fraud

The Vancouver officials have been approached by the B. C. manufacturers. The official in charge makes no secret of the fact that he knows the government is being defrauded, but lacks the necessary machinery to bring the guilty ones to justice, or check the figures of those who apparently are making false returns. A Greek or Italian merchant, making candy in his basement or at the back of his establishment brings in his tax return sheet, and pays ten dollars saying that is his luxury tax, and the official in charge of collecting these taxes has nothing to do but accept his figures.

A Saucer Beside the Till

One manufacturer advised Canadian Grocer that his traveller found one retailer with a saucer beside the till. Some of the money taken in over the counter was registered in the till, and sales tax was collected on that, but the large share that went into the saucer was tax free. The prices at which small unorganized manufacturers and retailers combined sell their candy, in many cases below manufacturers' sale price, are taken to indicate that the ten per cent. luxury tax does not enter into the deal at all.

In the case of the large manufacturers who also job their candy in the city, they find that the jobbers have the "edge" on them to the extent of one and a half per cent. Here's how it works out. For a "dollar" line of confectionery, the jobber pays a dollar, less 15 per cent, which amounts to 85 cents. The ten per cent. luxury tax, based on the jobbers' net cost amounts to 8½ cents. In selling to the retailer, the jobber charges one dollar and collects luxury tax of ten per cent., 10 cents. He has made a cent and a half on the luxury tax. The manufacturers maintain that the luxury tax legislation expressly states that no one is to make a profit on the luxury tax.

The manufacturers do not object to paying any tax that is applied equally all round, but under the present working of the tax collection system they claim that the fact of the legitimate organized manufacturer working under a ten per cent. handicap in favor of the unorganized foreigner, is gradually swinging the confectionery business into the hands of this non-bookkeeping, tax-dodging element.

It is stated a warning was issued that all those merchants subject to a tax return should take out a license by Nov. 15. On Nov. 30 approximately only 450 had taken out licenses, which, it is claimed, would seem to indicate that [illegible] who doubt pay were not intending to contribute.

Editor's Note.—Since this article was written the Government has removed the luxury tax from a number of lines, but confectionery is not among the exemptions.

This Grocer Is Flirting With the Sheriff

A Small Suburban Grocer in Vancouver Is Selling Goods at the Same Prices as the Largest Cash and Carry Store in British Columbia and Is Giving the Old-time Service — He Claims, However, That He Is Only Getting the Emergency Business of Certain Customers, too

VANCOUVER (Special).—Canadian Grocer was interviewing a small suburban grocer recently who boasted he was selling at the same prices as the largest cash and carry store in British Columbia, but that he was only getting his customer's emergency business. In other words, he sold an occasional bottle of catsup and can of cocoa to housewives who got the bulk of their groceries from the down-town cut-rate markets, and he was getting the same price only.

Is Entitled to Fair Profit

It would certainly seem that the grocer who finds himself being used as this kind of a convenience would be justified in at least getting a fair profit on each article and at down-town cash and carry prices the small suburban grocer is certainly not getting that. Furthermore, this merchant claims that by reason of this trade which he seems to be catering to, he is obliged to carry a sample of almost every brand of every article; that these customers "are very fussy about getting just what they fancy."

To the grocer who is catering to a family trade, where he gets the entire business, a most complete range would seem to be an advantage; but why should any small retailer finance a complete range of brands for a trade which he acknowledges only favors him with their patronage when they are "up against it" and "in a hurry"?

More Reasonable Advice

One large wholesaler recently advised his customers to "cut prices—and advertise." That it is better to mark down present stock to a figure that will tempt the buyer, and get rid of it—then make profitable turnovers on the basis of present prices—than to have business stagnant, waiting for present stocks to stage a price come-back which will never occur. This sounds more reasonable.

But for any merchant to quote cash and carry prices, give the old-time service, and cater to only a fraction of his customers' needs—that grocer is flirting with the sheriff.

HOW WALNUTS ARE SHELLED BY CHINESE

Canadian Grocer has recently seen a report made by James R. Shand, M.D.C., which appeared in a recent issue of the American Journal of Veterinary Medicine on how walnuts are shelled by some Chinese women and girls and shipped into the United States. This report is of such a nauseating character that we would not want to publish it word for word in Canadian Grocer.

Dr. Shand, for instance, points out that the Chinese women and girls scarcely know the meaning of soap and water and never take a bath except when they are admitted to a foreign hospital where it is compulsory for them to do so. The walnuts are dumped on the floor of some old building where these women sit with their babies, crack the walnuts with a stick and pull out the kernels. If it becomes difficult to get the kernels out they use their teeth. The finished article is thrown into a pile and packed in zinc lined cases and labelled "Choice Shelled Walnuts."

It is scarcely necessary to say that this condition of affairs does not exist in countries where cleanliness is featured, but it does look as if the trade should know for a certainty the source of their shelled walnuts.

There are so many stamps that Berlin philatelists are said to be going crazy trying to keep up to date. Canadian equilibrium is not so easily upset, else there had been need by this time of a special ward in the asylums for those who have been trying to keep track of the luxury taxes.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE feature of the grocery markets is the reduction in the price of sugar which again places all refiners on an equal price basis. The higher exchange rate will probably have the effect of advancing such lines as fresh and dried fruits and other lines arriving from the United States.

MONTREAL—The Christmas trade as far as the grocer is concerned has been exceptionally good according to local reports. The hog market is a little stronger this week. This, however, has not affected the quotations on fresh and cooked meats. Smoked meats are unchanged in price with a very good demand locally. Lard and shortening are steady at the lower quotations, but compound lard and branded compounds are reduced. Eggs have reached the dollar mark with a scarcity of new laid eggs. There is a good demand for graded eggs of the better quality. The butter market is a little weaker in view of the export prices being reduced, and some lower quotations are made. Perhaps the biggest feature of the market this week is the decline of 50 cents per hundredweight on granulated sugar. Refiners predict higher prices for sugar in the new year. Molasses, too, is reduced 5 cents per gallon. The big demand for nuts for the Christmas trade has caused an advance of 2 cents per pound on filberts. The coffee market is still on the decline and another reduction is expected shortly. The higher rate of exchange is affecting the price of oranges and imported fruit. Vegetables from the Southern States will also be affected by the higher exchange. The prune market is in a very weak condition and lower prices are quoted on evaporated pears and peaches. Potatoes are a little easier in price this week on account of the big offerings for the Christmas trade. The American buyers of poultry are taking advantage of the high rate of exchange and buying up Canadian turkeys here, which is resulting in forcing up prices. There is a big reduction this week in the price of cotton twine.

TORONTO—The sugar refiners are all on an equal basis with the market somewhat stabilized. The Acadia refinery commenced operating on Monday of this week but other refineries are still closed. Although the market tone for raw sugar is much improved it must be taken into consideration that there is still left in Cuba 234,235 tons of the old crop and the fact that some of the new crop is available for shipment will make it necessary for careful handling if the market is to be kept at the present basis. It is estimated that the new crop of Cuba raws will be 4,000,000 tons as compared with 3,730,077 tons last year. There are now 7 centrals grinding as against 60 this time last year. Rolled oats and cornmeal show slight reductions. Stocks of shelled walnuts are fairly well cleaned up. Sweetened and shredded cocoanut are a shade lower. The recent firmness in the London tea market is maintained with slight advances registered on medium and higher grades. Sockeye salmon is becoming scarce, some wholesalers are cleaned up. Seeded raisins in packages are one cent higher. Dromedary dates are also quoted a shade higher. Potatoes continue easy under a light demand. Heavy shipments of oranges and other Southern fruits have been arriving and wholesalers report heavy buying by retailers. Flour is ruling firm and millfeeds are in heavy demand with a shortage noted on bran. Wrapping paper is reduced, also some brands of soap chips.

WINNIPEG—There are a few price changes in general grocery commodities and the Christmas trade is reported exceptionally good. Sugar is quoted lower. Cane syrup shows a slight decline but corn syrups remain steady. Canned vegetables and fruit have shown an improvement during the Christmas season and retailers are buying more frequently. However, due to the late arrivals of California canned fruit and vegetables, combined with the higher rate of exchange and the increased freight rates, higher prices may be expected on these lines. The demand for raisins and peaches for the Christmas trade is especially noticeable.

QUEBEC MARKETS

MONTREAL, Dec. 22.—There is a general stimulation of business this week in some lines of produce which are directly affected by the Christmas season and in other lines the effect is just the opposite. For this reason the fish trade is rather quiet and is expected to be so until the first week in the new year. There is a little more strength to the pork market with an advanace of a quarter of a cent per pound on live hogs. This has given strength to the market for smoked meats, for which there is a good demand, but the quotations are unchanged. The lard sales are not large since the trade seems to be well supplied, but a little more strength is given to both lard and shortening by the stronger hog market. Easier prices are quoted on butter this week, which is attributed to the good supply and the lower prices offered by foreign buyers. Eggs are advanced in price, in some cases to one dollar a dozen for strictly fresh stock, and there is every indication of a shortage of new laid eggs. The cheese market is unchanged. With higher exchange between Canada and the United States American buyers are purchasing Canadian turkeys, and it is resulting in higher prices being asked locally. Geese are a little dearer, but the rest of the poultry market is unchanged with very good supplies arriving from country points.

Another Drop in Sugar

SUGAR.—The sugar market took a further drop this week of ½ cent a pound, bringing quotations down generally to $10.50 per hundred. It is intimated by some of the refiners and in business circles here that there is quite a possibility that sugar will be dearer early in the new year. In fact it is stated by some that sugar will return to fancy prices within the next three months. Just how accurate these predictions are cannot be stated.

Decline in Molasses

MOLASSES.—There is a further drop in the price of molasses this week, amounting to 5 cents per gallon. Puncheons in the city are now quoted at $1.15 per gallon and outside of the city $1.10 per gallon. Fancy molasses in tins are unchanged in price, but it is expected that an adjustment will be made as these quotations have been unchanged for some time. Corn syrup is unchanged in price.

	0 09
Half barrels, about 350 lbs...	
Quarter barrels, about 175 lbs.	0 09¾
	4 25
	6 85
	6 60
	7 45
	1 20
Puncheons, outside city .	1 10
tins, 2 doz. in case, case	

Coffee Market Still Easy

COFFEE.—The coffee market is still on the decline and prices are being gradually changed to the lower levels. This gradual change has been very beneficial since the reactions of the primary market are not felt. There has been a reaction, but it has not affected the coffee market locally. A further slight decline is expected before the new year.

Lower Prices for Oil Cake

CEREALS.—There is no change in the quotations made this week on cereals. Buying has been rather quiet in a wholesale way on account of the very busy Christmas season. Ground oil cake has dropped $1.40 per bag and is now quoted at $3.00 per bag. This is almost a sensational drop in the quotations on oil cake. Flax seed for medicinal purposes has dropped 4½ cents per pound and is now quoted at 8 cents.

Oatmeal, gran., fine standard....	....	5 50
Pearl Hominy	4 50	5 00
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pearl Barley	....	7 25
Beans, Ont.	....	4 25
Do., Can.	....	4 00
Do., California	....	3 75

One Brand of Cocoa Lower

PACKAGE GOODS.—There is no change in the quotations on package goods this week apart from Epps cocoa, which is reduced in price. Pure cocoa is reduced 15 cents per dozen to $1.15 and prepared 10 cents per dozen to $1.25.

PACKAGE GOODS

	3 50	4 25
		4 15
	....	6 40
		5 80
Oatmeal, fine cut, pkgs., case...	....	6 75
		5 70
		4 25
		2 35
Hominy, pearl or gran., 3 doz.	....	3 65
		3 50
		3 60
		3 60
		1 60
		3 25
		2 95
		6 75
		6 40
		6 50
Self-raising Flour (3-lb. pack.) doz.	....	3 00
Do. (6-lb. pack.), doz.	....	5 90
		0 11½
		0 13
Starch (laundry)	....	0 09¾
	0 15	0 16
		4 35
		4 95
		2 25
		4 30
	....	4 70
	....	4 25
Malt Breakfast Food (36 pkgs.)	....	12 50

Filberts a Little Higher

NUTS.—There has been a big demand for nuts at this season and walnuts have held at rather low prices throughout the demand. As the Christmas business drew near and the demand for filberts increased it was found that the supplies were running rather low and the price was forced up 2 cents per lb. from the very low quotations that were made by some to 17 cents. The prices for filberts now run from 17 to 18 cents per lb. generally. Other nuts have been holding firm at the quotations given. In some cases walnuts have been selling as high as 65 cents per lb., but the wholesale quotations are much lower than this.

Almonds, Tarragona, per lb. ...	0 23	0 25
	0 50	0 60
		0 75
		0 38
		0 18
Filberts (Sicily), per lb.	0 17	0 18
Do. Barcelona	0 17	0 18
		0 15½
	0 18	0 20
Do. Jave, No. 1		0 17
Do. Shelled, red	0 21	0 23
Do. Shelled, No. 1 Virginia	0 16½	0 18
		0 38
Fancy splits, per lb.		0 35
	0 29	0 30
Do. Jumbo, No. 2 polished	0 29	0 30
Do. Grenoble, No. 2	0 21	0 24
Do. Jumbo		0 60
	1 00	1 50
Walnuts, Grenoble, in shell		0 29
	0 24	0 25
		0 26
		0 50
		0 58
		0 33
		0 57

... make an added charge ... prices for broken lots.

Ground Cloves are Higher

SPICES.—The spice market has been rather inactive for the last two or three weeks and retailers have all the stock on hand they intend to carry for the present. The only change in quotations made this week is an advance of 5 cents per lb. on ground, making the quotation now 65 cents per lb.

		0 20
	0 29	0 35
		0 46
		0 36
		0 18
		0 35
Pure ground	0 35	0 40

Cream of tartar (French pegs)		0 [illegible]
Do., American, barrels		0 [illegible]
Ginger (dandy cut)		0 40
Ginger (Cochin)	....	**0 31**
Mace, pure, 1-lb. tins		0 90
Mixed spice		0 36
Do., 2½ shaker tins, doz.	....	7 11
Nutmegs, whole		
Do., 64, lb.		0 40
Do., 80, lb.		0 38
Do., 100, lb.	....	**0 35**
Do., ground, 1-lb. tins	....	**0 60**
Pepper, black		0 30
Do., white		0 40
Do., Cayenne		0 47
Pickling spice		0 28
Do., package, 2 oz., doz.		0 40
Do., package, 4 oz., doz.		0 70
Paprika	....	**0 65**
Turmeric		0 30
Tartaric acid, per lb. (crystals or powdered)		1 00
Cardamon seed, per lb., bulk, nominal		2 00
Carraway (nominal)		0 30
Mustard seed, bulk		0 40
Celery seed, bulk (nominal)		**0 75**
Pimento, whole		**0 18**

Honey Quotations Steady

Montreal

HONEY.—There is no change in the quotations on honey this week. The demand and the supply are both good and prices are holding firm.

Buckwheat honey		0 [illegible]
White clover honey		0 [illegible]

Tea Market Unchanged

Montreal.

TEA.—There is no change in the tea market this week. It seems to continue in its rather weak condition, with no definite prospects for a stronger market in the near future except for Japan teas, which are claimed to be running rather short with no supplies to draw upon.

Ceylons and Indians		
Pekoe Souchongs	0 36	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	**0 49**	**0 60**
Javas		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	**0 67**	**0 72**

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Canned Goods Unchanged

Montreal

CANNED GOODS. — There is no change in quotations on canned goods this week. The prices listed are holding firm.

CANNED VEGETABLES

Asparagus (Amer.) mammoth		
[illegible] tins		0 [illegible]
Asparagus imported (2½s)		0 [illegible]
Beans, golden wax		[illegible]
Beans, Refugee		[illegible]
Corn, 2s		[illegible]
Carrots (sliced), 2s		[illegible]
Corn on cob, gallons		[illegible]
Spinach, 3s		[illegible]
Squash, 2½-lb. [illegible]		[illegible]
Succotash, 2 lb. doz.		[illegible]
Do., Can. (2s)		[illegible]
Do., California 2s		[illegible]
Do., twine (gals.)		[illegible]
Sauerkraut, 2½-lb. tins		[illegible]
Tomatoes, 1s		[illegible]
Do., 2s		[illegible]
Do., 2½s		[illegible]
Do., 3s		[illegible]
Do., gallons		[illegible]
Pumpkins, 2½s (doz.)	1 50	1 75
Do., gallons (doz.)		5 00
Peas, standard		[illegible]
Do., Early June		2 05
Do., extra fine, 2s		3 00
Do., Sweet Wrinkle	....	**2 00**
Do., fancy, 20 oz.	....	**1 57½**
Do., 2-lb. tins		2 75
Peas, New Pack		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	**2 00**
Fine French, 2-lb.	....	**2 80**
Asparagus Tips	....	**4 10**

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2½s, doz.	1 40	[illegible]
Do., 3s, doz.	1 87½	2 37½
Do., gallons, doz.	5 25	5 50
Currants, black, 2s, doz.	3 00	4 00
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup		
[illegible]		3 50
2½-lb.	....	....
1-lb.	....	....
Pears, 1s	....	....
Do., 2s	....	3 60
Do., 2-lb.	....	3 70
Greengage Plums, heavy syrup	....	2 90
Pineapple (grated and sliced)		
[illegible]	5 40	4 80
2-lb.	1 60	4 80
1-lb.	....	2 50
New Pack Strawberries		
Standard No. 2 per doz.	....	4 60
[illegible]	....	4 70
[illegible]	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Gooseberries 2 lbs.	....	2 85
Do., 2½ gal.	....	12 00

Rice Market Uncertain

Montreal

RICE.—The rice market is still in its unsettled condition. Importers claim to be unable to make any statements as to the future of the rice market. It has now reached very low points, which is accounted for by a flooded rice market on account of certain legislation in countries in which rice is the main article of food. As a result of this, large supplies have been reverted to North America and the market is in an overstocked condition with very low prices. The rate of exchange may have some effect on these quotations, but the value of silver in Oriental countries has counterbalanced this difference. It is altogether likely that the rice market will continue at present quotations for some time until conditions become normal again.

RICE—		
[illegible]		
Do. (fancy)	....	....
[illegible]		[illegible]
[illegible]		[illegible]
[illegible]		[illegible]
[illegible]		[illegible]
[illegible]		[illegible]
Texas rice	....	10 50
[illegible]		[illegible]
[illegible]		[illegible]
[illegible]		[illegible]
[illegible]		[illegible]
Siam	....	0 14½

change and the price basis is quite nominal.

Evaporated Fruit Lower

Montreal

DRIED FRUIT—Slightly easier prices are quoted on evaporated peaches and pears. Evaporated pears of the fancy variety are quoted at 31 cents per pound, which is a reduction of 3 cents. The choice are quoted at 24 cents, which is a reduction of 3 cents per pound. Evaporated peaches are also a little easier in price, there being a reduction of 2 cents and 3 cents per pound. There has been a very good demand for dates, figs, raisins and currants at this season and quotations are remaining firm and unchanged.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., standard	....	0 30
Apples (evaporated)	....	**0 16**
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice		0 [illegible]
Do., fancy	0 30	0 [illegible]
Peels		
Choice	....	**0 26**
Ex. fancy	....	0 29
Lemon, new pack	0 46	0 47
New pack		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.		0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	**0 27**
Do., 3 Crown	....	0 [illegible]
Do., 4 Crown	....	0 [illegible]
Do., 4 Crown	....	**0 28½**
Turkish Sultanas, 5 crown	0 25	0 27
Fancy seeded (bulk)	0 25	0 28
Do., 16 oz.	0 25	0 27
Cal. seeded, [illegible]		[illegible]
Do., 12 pieces		[illegible]
Currants, loose		[illegible]
Do., fancy	0 [illegible]	[illegible]
Dates, Excelsior (36-10s), pkg.	....	**5 25**
Do., 12-oz. boxes		[illegible]
Package only, Excelsior		[illegible]
Do., [illegible]		[illegible]
Figs (layers), 10-lb. boxes, 2c. lb.	0 [illegible]	[illegible]
Do., [illegible]		[illegible]
Do., 2½s, lb.	....	**0 43**
Do., 5½s, lb.		[illegible]
Figs, 12 [illegible] oz. cases		[illegible]
Do., Smyrna (cooking), 22[illegible] boxes, each		0 11
Do., Turkish, 3 crown		0 [illegible]
Do., 4 crown, lb.		0 [illegible]
Do., 7 crown, lb.		0 10
Do., 10-oz. pkg.		[illegible]
Do., mats		[illegible]
Do., 22 in box		1 [illegible]
Do. (12 10-oz. boxes)		2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 28
30-40s		0 [illegible]
40-50s		0 [illegible]
50-60s		[illegible]
60-70		0 [illegible]
70-80s		0 [illegible]
80-90s	....	0 17
90-100s		[illegible]
100-120s		0 [illegible]

Wax Candles Lower

Montreal

CANDLES.—There is a further reduction this week on wax candles, amounting to 1c per pound. 6's, loose, are selling at 19c per pound; 12"s at 20c per pound; in boxes they are selling at 20c and 21c per pound.

Reduction in Cotton Twine

Montreal

COTTON TWINE.—There is a sensational drop this week in the quotations on cotton twine. This drop amounts to 6 cents per pound, quoting 4-ply at 48 cents and 3-ply at 43 cents per pound. This is almost half the price for which cotton twine was once selling, when it was quoted as high as 85 cents per pound. The decline in the cotton market is responsible for this slump in the price.

Easier Prices on Potatoes

Montreal

VEGETABLES.—The vegetable market is quieting down after a busy Christmas season, with lower prices on potatoes on account of the supply that was brought to the market to partake

of the season's demand. Dealers say that the future of the potato market is hard to predict. There is an indication that the supply in the country is larger than was anticipated and that if the roads keep open the prices will stay down for a while. On the other hand the supply may not be in a very good condition for the market. There is no definite report on the condition of New Brunswick potatoes. The higher rate of exchange is affecting the vegetable market and smaller supplies are arriving on this market as a result. The supply that is on order from the Southern States will have added to the exchange on the cost the additional exchange on the freight which will bring up the quotations made here.

Cabbage, Montreal, bbl.	....	1 50
Cauliflower, per doz.	....	2 50
Chicory, doz.	....	0 50
Horseradish, lb.	....	0 60
Parsley (Canadian)	....	0 20
Potatoes, Montreal (90-lb. bag)	2 00	2 25

Do., No. 2, per bbl.	....	7 00
Do., Alexander, per bbl.	7 00	7 50
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Do., California	....	8 00
Do., 100s and 150s	....	10 00
Porto Rico Oranges, 176, 200, 216	....	4 75

Fruit Business Quiet

Montreal.

FRUIT.—Fruit wholesalers in this city report business very quiet this week for the simple reason that they are practically sold out. The business has been very good this season and the demand all that supply would warrant. It had been expected that oranges would be lower after the Christmas season, but the very high rate of exchange has cancelled these calculations and it may be that they will be higher. At the present time they are selling at rather low prices and bananas are lower than they were in the summer time.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 08
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 15
Cases, 5-lb. tins, white, 1 doz. in case	....	6 85
Cases, 10-lb. tins, white, ½ doz. in case	....	6 65
Cases 2-lb. tins, yellow, 2 doz. in case	....	5 55
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 25
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 95
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	1 35
New Orleans, bbl. gal.	....	0 56
Tins, 2-lb., table grade, case 2 doz. Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz. Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10 lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 80
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48	4 60	6 00

Rolled Oats Lower

Toronto.

CEREALS. — Rolled oats are quoted at $3.70 per bag, a reduction of 10 cents. Cornmeal is also reduced 25 cents per bag, bringing the price to $3.75. Other cereals are unchanged.

	Single Bag Lots F.o.b. Toronto
Barley, pot, 98	5 50
Barley, flour, 98	6 25
Cornmeal, Golden, 98	3 75
Oatmeal, 98	4 90
Corn Flour, 98	5 75
Rice Flour, 98	7 00
Rolled Oat, 90	3 70
Rolled Wheat, 100-lb. bbl.	7 25
Breakfast Food No. 1	6 25
Do. No. 2	6 25
Rice flour, 100 lbs.	10 00
Pea, split, 98	7 25
Blue peas, lb.	0 10
Whole wheat flour, 98	4 80
Wheat kernels, 98	7 00
Farina, 98	6 20

ONTARIO MARKETS

TORONTO, Dec. 22.—Granulated sugar is now on a basis of $10.71 per hundredweight. The Acadia Sugar Refinery commenced operating on Monday of this week but other Eastern refineries remain closed. Rolled oats are reduced 10 cents per bag and cornmeal is down 25 cents per bag. Shredded and sweetened cocoanut shows a slight reduction. The tea market is showing indications for firmness. Stocks of sockeye salmon are getting low. Seeded raisins in packages are up one cent per pound. The potato market continues easy under a light demand. Flour is firm and bran is reported scarce under a heavy demand. Wrapping paper is lower, also some brands of soap chips.

Sugar Now $10.71

Toronto.

SUGAR.—The refiners have again issued a price list, which is the first since two months past. Granulated sugar is now quoted at $10.50, Montreal basis, or $10.71 Toronto. The Acadia refinery commenced operating Monday of this week, but other eastern refineries are still closed. The raw sugar market continues easy with sales made on a basis of 3½ cents f. o. b. for Cubas. Although the market tone for raws is much improved, it must be taken into consideration that there is still left in Cuba 234,235 tons of the old crop and the fact that some of the new crop is available for shipment will make it necessary for careful handling if the market is to be kept at the present basis. It is estimated that the new crop of Cubas will be 4,000,000 tons against 3,730,077 tons last year. There are now seven centrals grinding as against 50 this time last year.

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars. Under basis, bags 100 lbs., No. 1, 65c; No. 2, 75c; No. 3, 85c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons 50/2s, 70c. Yellows same as above.

Corn Syrups Unchanged

Toronto.

SYRUPS.—Both cane and corn syrups are steady and unchanged. Molasses is firm.

Package Goods Unchanged

Toronto.

PACKAGE GOODS.—Package cereals are ruling quiet and unchanged.

PACKAGE GOODS

Rolled Oats, 20s, round, case	5 60	5 80
Do., 20s, square, case	5 60	5 80
Do., 18s, case	2 00	2 12½
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 11½
Do., No. 2, lb. cartons	....	0 10
Laundry Starch	....	0 09¾
Do., in 1-lb. cartons	....	0 10¼
Do., in 6-lb. wood boxes	....	0 13¼
Do., in 6-lb. tin canisters	....	0 [illegible]
Cellbrold Starch, case	....	4 70
Potato Flour, case 20 1-lb. pkgs.	....	2 60
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	6 80
Cornmeal, 24s	....	3 70
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	3 70
Buckwheat flour, 24s	....	3 70
Two-minute Oat Food, 24s	....	2 75
Puffed Wheat, case	....	4 40

Puffed Rice, case		5 70
Health Bran, case		2 85
F.S. Hominy, gran., case		3 70
Do., pearl, case		3 70
Scotch Pearl Barley, case		2 70
Self-rising Pancake Flour, 30 to case		4 20
Do., Buckwheat Flour, 30 to case		4 20
Self-rising Pancake Flour, 36 to to case		7 16
Do., Buckwheat Flour, 18 to case.		3 65
Do., Pancake Flour, 18 to case.		3 65

Cocoanut Easier

Toronto.

NUTS. — Stocks of shelled walnuts are fairly well cleared up pending the arrival of new crop. Sweetened cocoanut is reduced to 38 cents per pound and shred to 28 cents.

Almonds, Tarragonas, lb.	0 22	0 28
Walnuts, Bordeaux, lb.		
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California		0 40
Filberts, lb.		0 14
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack		9 50
Cocoanut, unsweetened, lb.		0 35
Do., sweetened		0 38
Do., shred		0 28
Peanuts, Spanish, lb.		0 25
Brazil nuts, large, lb.		0 34
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 48	0 55
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.		0 55
Peanuts, Spanish, lb.		0 15
Do., Chinese, 30-32 to oz.		0 12
Do., Java		
Brazil nuts, lb.		1 20
Pecans, lb.		1 15

Tea Holds Firm

Toronto.

TEAS. — The recent firmness in the London tea market is fully maintained with slight advances again registered on medium and higher grades. Quotations on spot stocks are unchanged.

Ceylons and Indians—		
Pekoe Souchongs		
Pekoes		
Broken Pekoes		
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes		
Broken Pekoes	0 45	0 50
Japans and China—		
Early pickings, Japans	0 90	1 00
Do., seconds		
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Sockeye Salmon Scarce

Toronto.

CANNED GOODS.—Stocks of sockeye salmon are becoming low, in fact some wholesalers are cleaned up. Canned vegetables are still being sold at a range of prices. One wholesaler is offering Clark's soups at $1.00 per dozen this week.

Salmon—		
Sockeye, 1s, doz.		5 80
Sockeye, ½s, doz.		
Alaska reds, 1s, doz.		
Do., ½s		
Choe, 1s, doz.		
Do., ½s, doz.		
Pinks, 1s, doz.		2 10
Lobsters, ½-lb., doz.		
Do., ¼-lb. tins		
Whale Steak, 1s, flat, doz.		
Pilchards, 1-lb. talls, doz.		
Canned Vegetables—		
Tomatoes, 2½s, doz.		1 72½
Peas, Standard, doz.		1 75
Do., Early June, doz.		2 00
Do., Sweet Wrinkle, doz.		2 25
Beets, 2s, doz.		2 25
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.		2 00
Asparagus tips, doz.		5 50
Do. butts doz.		6 60
Canadian corn		1 5
Pumpkins, 2½s, doz.		1 25
Spinach, 2s, doz.		1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb preserved, 2s, doz	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.		5 00
Apples, gal., do.		4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.		3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H. S.		5 25
Blackberries, 2s	2 25	2 40
Jams		
Apricots, 4s, each		1 27
Black Currants, 16 oz., doz.		5 15
Do., 4s, each		1 43
Gooseberry 4s, each		1 43
Do., 16 oz., doz.		4 50
Peach, 4s, each		1 13
Do., 16 oz., doz.		4 60
Red Currants 16 oz., doz.		5 50
Raspberries 16 oz., doz.		5 55
Strawberries, 16 oz., doz.	5 15	5 55
Do., 4s, each		1 43

Spices are Steady

Toronto.

SPICES. — Quotations on spices are unchanged. The demand has improved, but only in small quantities.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon		0 55
Cloves		0 65
Cayenne	0 35	0 37
Ginger, Cochin		0 35
Do., Jamaica		0 45
Mustard, pure		0 55
Herbs, sage, thyme, parsley, savory	0 35	0 38
Pickling spices		0 30
Mace		0 75
Pepper, black		0 50
Do., white		0 42
Paprika, lb.		
Chillies, lb.		0 50
Nutmegs, 105-110 to 100		
Do., 90		0 66
Do., 80		0 70
Do., ground	0 40	0 50
Mustard, best quality		
Celery salt		0 10
Coriander seed		0 26
Poppy seed		0 70
Turmeric		0 25
Curry Powder		
Onions, dehydrated		
Chervil, ounce		
Marjoram, 1 oz.		
Sweet Basil, 1 oz.		
Thyme, 1 oz.		
Savory, 1 oz.		
Celery seed, 1 oz.		
Celery salt, 1 oz.		
Mixed herbs, 1 oz.		
Mixed pickling spice, 1 oz.		
Mixed spice, 1 oz.		
Onion salt, 1 oz.		
Garlic, 1 oz.		
Curry powder, 1 oz.		
Paprika, 1 oz.		
These prices are for the best quality		
Cayenne, 1 oz.		

Raisins Up One Cent

Toronto

DRIED FRUITS. — Raisins are holding firm with quotations on seeded in packages advanced one cent per pound. Turkish sultanas in packages are quoted at 27 cents. Dromedary dates have advanced 25 cents per case, now quoted $7.50.

Greek, Filiatras, cases		0 17
Do., Amalias		
Do., Patras		0 22
Do., Vostizza		0 23½
Australians, 3 Crown, lb.		0 18
Currants, fresh, 3 doz. in case		
Dromedary, 36 oz. to case		
Lemon peel		
Orange peel		
Hallowee dates, per lb.		0 16
Figs—		
Smyrna, extra, 8 crown, lb.		
Do., extra, 7 crown, lb.		
Pulled figs, 7 lb. box, each		
Prunes—		
20-30s, 25s		
40-50s, 25s		0 21
50-60s, 25s		
60-70s, 25s		0 14½
70-80s, 25s		0 14
90-100s, 25s		0 11

Peaches		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box peeled		
Fancy 25-lb boxes		
Apricots		
Fancy		
Choice		
Standard		
Raisins		
California bleached, lb.		0 27½
Seedless, 15-oz. packets		
Seeded, 15-oz. packets		
Crown Muscatels, No. 1, 25s		0 26
Turkish Sultanas, pegs		
Thompsons Seedless		
Valencia		

Beans Unchanged

Toronto

BEANS.—Small lots of beans are in demand and quotations are unchanged.

Japanese Kotenashi, per bus.		
Limas, per lb.		
Madagascars, per lb.		

Potato Market Quiet

Toronto

VEGETABLES.—The potato market is quiet under a light demand, with quotations at $1.65 to $1.75 per bag. Hothouse cucumbers are very scarce and are quoted $6.00 to $7.00 per dozen. Hothouse tomatoes are in good demand at 45 cents per pound. Cauliflowers are selling well at $5.50 per crate. Canadian roots are unchanged.

Cabbage, Can. per lb.		
Carrots, per 75-lb. bag		
Turnips, per 75-lb. bag		
Parsnips, bag		
Onions, Spanish, crate		
Do., Spanish, large crate		
Potatoes, per bag		
Sweet Potatoes, hamper		
Cucumbers, per doz.		
Hot House tomatoes, lb.		
Mushrooms, per lb.		
Do., Head Lettuce, 4-lb. box		
Cauliflowers, per doz.		
Hot House Cucumbers, per doz.		

Fresh Fruits in Demand

Toronto

FRUITS.—Heavy shipments of fresh fruits have been arriving and wholesalers report heavy buying on the part of retailers. Several dealers stated this year's Christmas business has been the largest they ever had. Quotations are practically unchanged.

Oranges, Navels—		
126		
150		
176		
200		
216		
252		
288		
Do., Navel Thin Skin		
Do., Mediterranean Sweets		
Do., Jaffa		
Lemons, Cal.		
Do., Messina		
Do., Verdelli, per box		
Grapefruit, per box		
Apples, Ontario—		
Spies, No. 1		
Spies, No. 2		
Baldwins		
Baldwins, No. 2		
Greenings, No. 1		
Greenings, No. 2		
Snows, No. 1		
Snows, No. 2		
Kings		
Pears, Ont.		
Cranberries, per bbl.		
Tangerines, Florida		
Pomegranates, lb.		

Honey Holds Steady

Toronto

HONEY.—Quotations on honey are unchanged under a light demand.

Honey Combs, 24 sections		
Do., 20 sections per case		
Honey, Extracted, white clover		
Ontario, No. 1, white clover, in 30 and 60 pound tins		
10 lb. tins, per lb.		
5 lb. tins per lb.		

Flour Market Firm

FLOUR. — The flour market is ruling firm with unchanged quotations.

FLOUR—

Patent Firsts, in jute bags, per [illegible]

Millfeeds in Demand

MILLFEEDS.—The market for millfeed is firm under a heavy demand. Bran is reported scarce.

Paper Reduced

PAPER. — A reduction is announced on wrapping paper in rolls. Manilla paper is now quoted at 12 cents per pound and kraft at 13 cents per pound.

Soap Chips Lower

SOAPS. — Tip Top soap chips reduced to $8.20 per case. Economy soap chips are now 20 cents per pound. Pearline is down to $8.00 per case. Lux is reduced to $7.90 and Lifebuoy soap is [illegible]

Beef Extract to Advance

BEEF EXTRACT—It has been intimated that an advance in quotations on Oxo cubes and Oxo in bottles will take place the first of the new year and that present prices will hold good only [illegible] month.

WINNIPEG MARKETS

WINNIPEG, Dec. 22.—The demand for raisins, currants and peels has been very large for the Christmas trade. Granulated sugar has been reduced. Cane syrups are lower but molasses is holding steady. A better movement is noted for canned goods. Fruits have been arriving freely and prices generally are unchanged.

Sugar Quoted $11.00

SUGAR. The New York raw sugar market [illegible] been for a number of years. Locally, granulated sugar is firm at the reduced [illegible]

Cane Syrups Decline

[illegible] this week. No. (2s) is now quoted at $7.30: (5s) $8.40; (10s) $7.85; (20s) $7.65. The corn syrup market remains unchanged. Molasses is firm but higher prices are expected in the very near future due largely to the increased rates [illegible] the higher rate of exchange.

[illegible]	
[illegible]	7 20
[illegible]	
Cases, 2-lb. tins, yellow, 2 doz.	
[illegible] tins, yellow, 1 doz.	5 85
[illegible] 10-lb. tins, yellow, ½ doz.	6 35
[illegible]	
[illegible]	25
[illegible]	13 75
Do., 1s, tins, case of ½ doz..	
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case ...	75
2-lb. tins, 2 doz. case.....	
[illegible]	10
[illegible]	9 70
MOLASSES, BLACKSTRAP—	
[illegible]	
[illegible]	4 40

No Change in Coffee

COFFEE.—There is no change in quo- [illegible] continues easy.

[illegible]	
[illegible]	0 42
COCOA—	
[illegible]	

Spices Hold Steady

SPICES.—The spice market is quiet and quotations unchanged. Spot stocks are reported very light.

Allspice, Jamaica, best quality, lb.	
Cassia, Batavia, per lb. ...	0 38
[illegible]	0 25
[illegible]	0 55
[illegible]	
[illegible]	
[illegible]	
[illegible]	
[illegible]	
[illegible]	0 65
[illegible]	0 40
[illegible]	0 25
Mace, extra bright Penang, lb....	0 80
[illegible]	
[illegible]	
Do., large brown, 85 to lb., lb.	
Do., med. brown, 110 to lb., lb.	
Do., carton of six, per doz....	0 80
[illegible]	0 36
[illegible]	
Pickling, ¼-lb. pkg., per doz....	
Do., bulk, No. 1, per lb.....	
GROUND SPICE.	
[illegible]	0 25
Do., No. 2, per lb.	
[illegible]	0 80
Do. 4 oz. cartons	1 20
Cassia, No. 1, bulk, per lb.	0 30
Do., No. 2, bulk, per lb.	
[illegible]	1 00
[illegible]	1 50
Cinnamon, bulk, per lb.	
[illegible]	
[illegible]	1 75
Cloves, bulk, per lb.	
[illegible]	1 70
[illegible]	2 75

Cereals Unchanged

Winnipeg.

CEREALS.—The cereal market shows very little change during the past week. Rolled oats remain very weak and indications point to lower prices on this line.

PACKAGE CEREALS

[illegible]	4 75	
[illegible]		4 80
Do., 18s, case		2 40
[illegible]	3 65	
Cornmeal, 2 doz. case, per case...		3 80
[illegible]		1 10
[illegible]		3 70
[illegible]		9 00
Grapé Nuts, 2 doz. case, per case		3 83
[illegible]		3 75

BULK CEREALS

Rolled Oats, 80s, per bag		3 10
[illegible]		
[illegible]		0 85
[illegible]		
[illegible]		4 80
Oatmeal, 98s, gran. or stand., bag		5 50
[illegible]		
Do., 16-6s, per bale.....		7 00
Peas, whole, green, 100-lb. bag.		
[illegible]		4 75
Do., split, yellow, 98s, per bag		8 45
Do., split, yellow, 49s, per bag		4 30
[illegible]		
[illegible]		
Do., Lima, 100-lb. bag, per lb..		0 14
[illegible]		
Do., pearl, 98s, per bag.....		
[illegible]		3 10
[illegible]		
[illegible]		4 85
[illegible]		

Rice Market Weak

RICE.—The primary rice market continues weak and lower prices are being looked forward to after the first of the year.

RICE—

[illegible]		
[illegible]		
[illegible]		
Do., 50-lb. bags, lb.		0 09⅝
[illegible]		
per lb.		0 09¾
[illegible]		
[illegible]		

Canned Goods Improving

CANNED GOODS. — The situation [illegible] canned goods has shown a decided improvement during the past week. Small buying last fall is now having its effect and merchants are now placing [illegible] more frequently for both canned fruits and vegetables. Late arrivals of California canned fruit and canned vegetables on account of the higher rate of exchange and the increased freight rates, no doubt will show an advance.

CANNED FISH

[illegible]	2 70	2 77
[illegible]	9 35	12 00
[illegible]	10 50	13 00
[illegible]	7 25	9 00
[illegible]	30 00	32 50
[illegible]		3 25
[illegible]		6 00
[illegible]		8 60
[illegible]		7 60
[illegible]		
[illegible]		10 00
[illegible]		per case
[illegible]		
[illegible]		

Red Spring, 1s, tall, 4 doz. case		15 75
Do., 1gs, flat, 8 doz. case		16 25
Cohoe, 1s, tall, 4 doz. case...		18 00
Do., ½s, flat, 8 doz. case...		16 00
Pink, 1s, tall, 4 doz. case ...		9 50
Do., 1gs, flat, 8 doz. case		11 00
Humpback, 1s, tall, 4 doz. case		8 60

CANNED FRUIT (Canadian)

	Per case	
Apples, 6 tins in case, per case..	3 00	3 85
Blueberries, 2s, 2 doz. case		
Cherries, 1s, 4 doz. case		
Peaches, 2s, 2 doz. case		
Pears, 2s, 2 doz. case		
Plums, Greengage, 2s, 2 doz. case		6 45
Light Syrup		
Plums, Lombard, 2s, 2 doz. case		5 05
APPLES—		
Raspberries, 2s, 2 doz. case		
Strawberries, 2s, 2 doz. case ...	9 75	10 00

CANNED FRUITS (American)

Apricots, 2s, 4 doz. case	
Peaches, 2½s, 2 doz. case	
Pineapple, sliced, 1s, 4 doz. case	
Do., 1gs, 4 doz. case	
Do., 2s, 2 doz. case	
Plums, 2s, 2 doz. case	

CANNED VEGETABLES

Asparagus Tips, 1s, tins, 4 doz. case, per doz.	
Beans, cut W.X., 2s, 2 doz. case	
Beans, Refugee, 2s, 2 doz. case..	
Beans, 2s, 4 doz. case	17 00
Beans, sliced, 2s, 2 doz. case.	8 75
Peas, Early June, 2s, 2 doz. case	
Sweet Potatoes, 2½s, 2 doz. case	
Pumpkin, 2½s, 2 doz. case	3 00
Sauer Kraut, 2½s, 2 doz. case	4 90
Spinach, 1s, case	2 15
Tomatoes, 2½s, 2 doz. case	
Spinach, 2½s, 2 doz. case	7 25

Flour Market Steady

Winnipeg.

FLOUR.—The flour market continues steady, with no change in prices. No. 1 Manitoba flour is quoted at $10.85 per barrel with 98 pound jute sacks at $5.42 1-2. The demand is fairly steady and merchants are buying in small quantities.

Nuts Unchanged

Winnipeg.

NUTS.—The shelled walnut shows very little change from last week. Conditions still point to firmer prices on Bordeaux halves. The market on shelled almonds shows no material change and very attractive prices are being offered by shippers. It is expected that prices will be lower around the first of the year. Spanish peanuts are slightly easier as compared with last week and are at a point which compares favorably with pre-war figures.

NUTS, SHELLED—	
Almonds, per lb.	
Spanish Peanuts, No. 1, per lb.	
Walnuts, per lb.	
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, per lb	
Almonds, per lb.	
Filberts, per lb.	0 20
Walnuts, per lb.	0 25
Pecans, per lb.	0 30

Dried Fruits in Demand

Winnipeg.

DRIED FRUITS.—No changes are reported this week on dried fruit quotations. The demand is excellent at the present for the Christmas trade and is especially noticeable on prunes and peaches. Indications are that the California market has reached its lowest mark.

DRIED FRUIT	
Evaporated Apples, per lb.	0 18
Currants, per lb.	
Dates, Hallowi, per lb.	
Dates, Fards, per lb.	

Figs, Spanish, per lb.		
Do., layers, per lb.		
Do., black, cartons, per carton		
Loganberries, 4 oz. cans, per doz.		
Peaches, standard, per lb.	0 28	
Do., choice, per lb.....	0 27½	
Do., fancy, per lb.	0 32	
Do., Cal., in cartons, per carton	1 56	1 62
Dates, pitted, per lb.	0 24	0 25
Pears, extra choice, per lb.....		0 30
Do., Cal., cartons, per carton.		1 68
Prunes—		
120-130s, per lb.		0 24
40-50s, per lb.		
30-40s, per lb.		0 18¾
20-30s, per lb.		
10-20s, per lb.		0 15
Do., Cal., per lb.		
90-100s, 25s, per lb.		
In 5-lb. cartons, per carton ...		1 25
Raisins—		
Cal. pkg., seeded, 15 oz., fancy,		
Do., 12 oz.		
Do., 15 oz.		0 27
Do., 12 oz.		
Do., 15 oz.		0 25
Choice seeded, 11 oz., 4 doz. to case		
Do., 12 oz.		0
Do., 15 oz.		0 23
Do., bulk, seedless, 25-lb. boxes, per lb.		
Do., 5s, lb.		45
Do., 10s, lb.		
Do., Standard, 45s, lb.		40
Do., Thompson, per lb.		
Do., Muscatels, per lb.		8

Fine Teas Firm

TEAS.—The primary markets have a firmer undertone while finer teas of good quality continue scarce at high prices. Good size stocks of low grade teas are still being offered in the London Tea market.

CEYLON AND INDIA—	
Pekoe, per lb.	
Pekoe Souchong, per lb.	
Orange Pekoe, per lb.	
Broken Orange Pekoe, per lb.	
Broken Pekoe, per lb.	
Broken Pekoe Souchong, per lb.	
Pekoe Fannings, per lb.	
Broken Orange Pekoe Fannings, per lb.	
Broken Pekoe Fannings, per lb.	
Pekoe Dust, per lb.	
Broken Orange Pekoe Dust, per lb.	
Broken Pekoe Dust, per lb.	
Broken Pekoe Souchong Dust, per lb.	

Bananas Arriving Freely

FRUITS.—The demand for all kinds of fruit has been fairly steady due to increased demand at this season of the year. Bananas are arriving freely and are quoted at 15 cents per pound but after the first of the year lower prices are expected. Florida grape fruit, California navels and Jamaica oranges are in good demand and selling well. Lemons remain unchanged.

Oranges, Navels, per case		
Do., Jamaica, per box		
Do., Mediterranean Sweets, per box		8 00
Lemons, California, per case..		
Do., Messina, per box		
Grapefruit, per box		0 15
Pineapples, per doz.		
Cocoanuts, per doz.		
B.C. Wagners, unwrap., per cs.		
Do., wrapped, per box		
Do., Spys, per box		4 00
Do. No. 2, per box		
Ont. Spys, No. 1, per bbl..		

Vegetables Unchanged

Winnipeg.

VEGETABLES.—There has been no change in the price of vegetables during the past week. Cranberries are in good demand for the Christmas trade and are quoted at $17.00 per barrel. California head lettuce remains firm at $7.50 per case. California cauliflower and tomatoes are very active and are offered at $3.50 per case and $6.00 per lug. Other lines of vegetables remain unchanged.

FIGHTING THE CHAIN STORE

Continued from Page 35

...ill publish such matter if it is presented rationally and its importance thus realized. Take the intelligent man who reads it is shown that his dollar is getting back to old values and he will be ready to accept with good grace and equanimity the reduced wages that must surely come as part of the process of readjustment."

Will the chain store worry such a man? No. You will find no worry in ... his own intelligent methods and system to have time to worry about what in his ...

Instead, he takes items in his ... on which prices have been reduced and fills one of his windows with them. Every item shown is priced "before and after" so the difference is apparent. Then he puts over the window a banner reading: "We knocked H—— out of H. C. L." In the other window he has ... played. Over that window he has "Pre-war Meat Prices."

Are there any secrets about this stor... Is there here any advantage that the chain store has over any lively, wakeful grocer? Where is there any "unfair competition" here? Unless it be unfair to the lazy, shiftless, sleepy merchant to be wakeful, industrious, orderly and intelligent, I can see no cause for complaint on anybody's part. Truth is, there is no use trying to help anybody who, given the means and the opportunity, will not help himself. But for self-helpers, there is a world of suggestion in this story.

The merchant who thus takes advantage of what happens his way, daily and hourly, is the one who furnishes to his trade sufficient reason why they should ... The one to see and ... number five sieve peas than the chain store charges. And let us all remember that the consumer does not eat the label, but the contents of the can. The man who expects to get away with the trick of charging 25 cents for ... number fours just because of the label, while the chain store is getting ... cents for similar intrinsic quality is headed for disaster and has no one to blame but his own ignorance or cupidity.

The ... of merchants and only the fittest will survive. To be fit, be wakeful!

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 22.—The feature of this week's market is in butter, which dealers say is being marketed in more liberal quantities and at a more reasonable price than at any time during the last four or five years. Creamery butter is now quoted at 65 cents, dairy 55 to 58 cents and tub butter 53 to 55 cents per pound. The fruit market also showed a downward tendency, with the exception of lemons, which are quoted at $6.50 to $7.50. Oranges, both Florida and California, are selling at $5.00 to $6.50. Grapefruit declined to $6.50 to $7.50. A two-cent cut in bananas brings the price to 11 cents per pound. Malaga grapes sell at $12.00 per keg. The only change in the grocery line is in sugar, which dropped 50 cents per hundred. Granulated is quoted at $10.60 and yellow $9.85. Poultry is coming in good quantities and offered at following prices: Turkey, 65 cents; geese, 60 to 65 cents; chickens, 65 cents; and fowl, 45 cents per pound.

Cornmeal, gran., bags	....	4 60
Rice, Siam, per 100 lbs.	10 00	10 50
Lard, pure, lb.	0 28	0 28½
Tomatoes, 2½s, standard, case	....	4 20
Butter, creamery, per lb.	....	0 65
Corn, 2s, standard, case	....	3 60
Strawberries, 2s, Ont., case	....	....
Bananas, lb.	....	0 11

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Dec. 22.—Decreases are noted on all pork products. Bacon and hams are down two cents per pound. Pure lard is now quoted 28 cents. Butter, both creamery and dairy, is quoted two cents less. Sugar is down 50 cents per hundredweight. Granulated is now $10.50 and yellow $9.75. Molasses show a reduction of five cents, now quoted $1.10 per gallon.

Flour, No. 1 patents, bbl.	....	14 50
Cornmeal, bags	....	3 50
Rolled oats, per bag	....	4 90
Rice, Siam, per 100 lbs.	9 50	12 50
Tapioca, 100 lbs.	....	13 00
Molasses (extra fancy Barbadoes)	....	1 10
Sugar, standard, granulated	....	10 50
Do., No. 1, yellow	....	9 75
Cheese, Ont., twins	....	0 28
Eggs, fresh, doz.	....	0 85
Lard, compound	....	0 21½
Lard, pure, lb.	....	0 28
American clear pork, per bbl.	....	50 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 41
Do., aver. 12-18 lbs.	....	0 41
Do., aver. 18-25 lbs.	....	0 38
Roll bacon	....	0 33
Butter, creamery, lb	....	0 55
Do., dairy	....	0 45
Raspberries, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 80
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	1 92½
Strawberries, 2s, Ont., doz.	....	5 10
Oranges, all sizes	7 50	8 50
Grapefruit, Florida, case	....	6 50
Do., Jamaica	....	5 50
Apples—		
Kings	5 50	7 00
Pippins	4 50	6 00
Spys	5 50	7 00
Oats, per bush.	....	1 05

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 22.—Sugar has declined 50 cents per hundred. Lard is down ten cents per case. Cooked hams are one cent lower. Wagstaffe's and King-Beach jams are lower. California canned cherries, apricots and cherries are one dollar per case lower. Jello is 30 cents per case lower. Number one Japan rice is now quoted $8.80 to $9.50, and Siam $8.00 to $9.00. New-laid eggs are $24.00 per case. Kootenashi beans are offered at $6.35 to $7.25.

Beans, B.C.	7 25	7 50
Rice, Siam	8 00	9 00
Tapioca	8 00	9 00
Sugar, pure cane, gran., cwt.	....	12 52
Cheese, No. 1, Ont., large	0 30	0 31
Alberta cheese, twins	....	0 30
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s	....	15 90
Eggs, new laid, local, case	....	24 00
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case	4 [illegible]	4 60
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case	10 00	10 30
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples evaporated 50s	0 15½	0 17½
Do., 25s, lb.	0 16½	0 18½
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 10¾	0 11
Do., 70-80s	0 13¾	0 14½
Potatoes, local, ton	....	45 00
Walnuts, per lb.	....	0 30
Pecans, lb.	....	0 30

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Dec. 22.—Best quality eggs are now quoted 75 cents per dozen and the best quality butter 59 cents. Cheese is quoted 30 cents per pound. Sacked vegetables average $2.00. Okanagan onions are $1.75; California, $3.50, and Spanish, $9.00 per case. Hothouse tomatoes are quoted at $4.50. Apples are unchanged. California grapefruit is $5.00 per case. Lemons, $5.00, and navel oranges, $6.00 per case.

GROCER IS VICTIM OF A CONFIDENCE GAME

L. T. Carruthers, 1064 Yonge street, Toronto, recently filled an order for two dollars' worth of groceries, which were sent c.o.d. to an address on a nearby street. When the boy with the groceries was on his way he was met by the stranger who had ordered them and asked if he had change for a twenty dollar bill. The boy had not and went back to the store, where he secured the $18 change. The stranger told him he worked in a garage across the way.

When the delivery boy returned the customer was again at the corner, took the $18 change, and sent him along with the groceries to the address on Belmont street. When he arrived at the address given he found it was the Old Men's Home, and the stranger was not known there.

One pair of flies effectively swatted now will avert the possible plague of 324,000,000,000,000 potential descendants next summer, it is asserted on posters circulated by the Merchants' Association of New York city, which launched a winter fly-swatting campaign. Placards were distributed throughout the city urging a concerted drive on the pests before the New Year.



Saskatchewan Egg Act Is Amended

Producer Now, Along With the Dealer, Is Held Responsible for Keeping Off the Market Eggs Unfit for Human Food—Amendment Is Made in Recent Session of Legislature.

REGINA, Sask.,, Dec.— The efforts of Saskatchewan retailers to have the provincial Egg Marketing Act so amended as to compel producers to share with the country merchannt the responsibility for keeping off the market eggs unfit for human food, were rewarded at the seession of the Saskatchewan Legisiature just ended.

The contentious section of the Act passed at the 1919-1920 session provided simply that "every person who receives eggs for sale on consignment from producers or purchases eggs from producers for sale at retail or wholesale, shall candle all eggs offered to him, and no such person shall buy or sell eggs unfit for human food." The retailers contended that while the Act prohibited them from reselling eggs unfit for human food and compelled them to candle all eggs offered to them, there was no provision in it restraining producers from selling them such eggs, whenever the opportunity occurred.

Amendment Includes Producer

The amendment adopted at the recent session of the Legislature strikes out all the words after "him" in the section quoted, and substitutes the words "and no person shall buy for re-sale or sell eggs unfit for human food." The effect of this amendment will be to include the producer among those persons who are prohibited from selling spoiled eggs.

Under the Act, eggs unfit for human consumption are defined as eggs that are addled or mouldy; or that have adherent yolks or a bloody or green white or a black rot, a white rot or a blood ring, or that are incubated beyond the blood ring stage; or that consist in whole or in part of a filthy, decomposed or putrid substance. When eggs found by candling to be unfit for human food are stamped with a mark capable of identifying them as the property of the producer who offers them for sale, they must be re-candled in his presence, should he so desire.

A Proper Place for Candling

The Act requires all persons receiving eggs for re-sale to maintain suitable places for candling them and to keep such candling records as the Minister of Agriculture may prescribe. A card bearing the word "Satskatchewan" and giving the license number of the person for whom the eggs were candled and the name or initial or other distinguishing mark of the person by whom they were candled and the date of candling. The Act prohibits any person not the holder of a valid and subsisting license from the Minister of Agriculture from receiving or buying eggs from producers on consignment or for re-sale, except those retailers who do not buy direct from producers and do not sell in lots greater than one case. A penalty ranging from $5 to $50 is fixed in the Act for offences against any of its provisions.

The Act came into force on the first day of June, 1920, and may be said to have worked out very satisfactorily. Considerable pains were taken by the Department of Agriculture to educate the producer and purchaser alike to an understanding of the law. A special bulletin on egg candling methods was published and widely distributed. As soon as those who bought direct from the producers became accustomed to candling there was little trouble in administering the Act. A few convictions in the days immediately following the coming into force of the law appear to have accelerated their adoption of the inevitable.

Has Raised the Egg Standard

There are no figures yet available to show the amount saved through the operation of the Act, as it has been in force scarcely over six months. That it has already had the effect of raising the standard of Saskatchewan eggs on the market is admitted. The value of the eggs produced annually in the province is many millions of dollars and in the past the loss has been heavy. Candling receipts at wholesale houses showed losses from 2 to 15 per cent., depending on the season of the year.

When Saskatchewan's egg basket began to overflow her domestic needs and a market had to be sought for the surplus, she had to compete with outside eggs produced and marketed according to certain established standards. The Egg Marketing Act was an effort to enable her to meet this competition successfully.

MICHIGAN HAS A BIG SURPLUS OF POTATOES

Traverse City, Mich.—Potato buyers here estimate that northern Michigan warehouses hold one million bushels of potatoes, for which the growers are demanding one dollar per bushel.

They are being offered sixty cents. Some of the buyers are predicting a recurrence next spring of the experience of 1914, when hundreds of thousands of bushels of potatoes were dumped.

Complaint is heard against competition with Canadian growers, which they declare is unfair, owing to the short haul across the border at Detroit and the duty free privilege.

BRITAIN QUOTES LOWER PRICE ON CANADIAN BUTTER

Montreal, Dec. — James Alexander, Limited, buyers of dairy produce for the British Commission, announce the receipt of a cable from the minister of food, London, to the effect that the fixed prices on Canadian creamery butter bought by the commission would be reduced to 47 cents, as compared with 49 cents a pound now being paid. The price is for No. 1 grass butter.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 22.—The feature of the provision market this week is the decline of one half cent per pound on granulated sugar. The general quotation is now $10.50. Molasses is also reduced 5 cents per gallon. There has been an excellent demand for nuts this year on account of the lower prices, and towards the end of the season the demand for filberts has caused a jump of 2 cents per pound. Ground cloves have been advanaced 5 cents per pound. There is no change in the quotations on canned goods. Coffee is still on the decline and the tea market does not show any more strength. The exchange rate, which is very high at the present time, will affect the prices on imported fruit and on vegetables that are imported from the United States at this season. Potatoes are a little easier in price on this market owing to the big supplies that have been brought to the market for the Christmas trade. There is a big drop in the price of cotton twine and also on wax candles. Oil cake is reduced in price and there is a reduction of 4½ cents per pound on flax seed for medicinal purposes.

Fresh Meat Unchanged

FRESH MEAT.—A firmer feeling in the hog market is evident this week, with an advance of ¼ cent a pound in live hogs, making the price in Montreal from 16¼ cents to 16½ cents per pound for the week. The demand for hog products this week was relatively light on account of the three days' fast in the previous week. A much more active business was experienced in the early part of this week. Loins and shoulders of pork are possibly in the biggest demand and are quoted at 35 cents a pound for loins and 27 cents for shoulders. There is no change of note in the [illegible] market, there being a very good demand early this week with every prospect for an acceleration of business towards the Christmas holidays. Quotations are unchanged.

FRESH MEATS

Abattoir killed, 65-90 lbs.	0 23	0 29
Pork sausage (pure)	....	0 25
Farmer sausage	....	0 20

Barrelled Meats Firm

BARRELLED MEAT.—There is no change in barrelled meat. The firm tone of the pork market lends strength to barrelled pork.

BARRELLED MEATS

Canadian short cut (bbl.), 30-40

Smoked Meats in Demand

SMOKED MEATS.—A very good demand is experienced for smoked meats. There is no change in the quotations on any of the lines of bacon or cooked ham. As far as the primary market is concerned business is rather quiet this week, but there is a very good movement reported in a retail way.

BACON—

Smoked Breakfast	0 43	0 45
Wiltshire	0 43	0 46½

MEDIUM SMOKED HAMS—

Over 35 lbs.	....	0 28

No Change in Cooked Meats

COOKED MEATS.—The demand for [illegible] but dealers report a very fair movement. There are no changes to be reported this week.

Ham and tongue, lb.	....	0 42
Bologna, lb.	....	0 14

Easier Prices on Butter

BUTTER.—The general tone of the butter market is towards a weakness with the result that nominal prices are quoted at from 50 cents to 53 cents per pound, wholesale. This is accounted for by some dealers in the fact that the British Commission have altered their schedule of prices so that the export demand is quoting lower prices than have been current. This, it is claimed will result in keeping more butter for domestic trade, and so cause weaker prices which will result in lower quotations to the consumer. This theory is working out insofar as there is a weaker feeling to the butter market this week.

Lard Prices More Stable

LARD.—There is no change in the lard market this week. The demand is only fair in a wholesale way but with the stronger feeling in hogs, the lard quotations have more stability.

Tierces, 360 lbs.	0 23½	0 25
Pails, 20 lbs.	0 24½	0 25½

Shortening Unchanged

SHORTENING.—The shortening market follows closely the tendencies on lard and remains unchanged this week.

SHORTENING—

Tubs, 60 lbs., per lb.	....	0 20

Fresh Eggs Reach $1

FRESH EGGS.—It is reported that there is a scarcity of strictly fresh eggs in the country surrounding Montreal and as a result receipts in the city during the past few days have dropped considerably. It is not expected that there will be any relief to this scarcity until well into January. As a result prices for strictly new-laid stocks are very strong, and during the week prices have been raised to as high as $1.00 per dozen. All grades of eggs of the better quality are in active demand and a good business has been passing during the week. As a result the quotations on eggs are very firm and tend to be even higher.

Cheese Market is Firm

CHEESE.—There is no change in the quotations on cheese for domestic [illegible] this week. Receipts are reported to have dropped considerably below those [illegible] well absorbing what is offered.

ONTARIO MARKETS

TORONTO, Dec. 22.—There are few changes in the produce and provision markets. Business in the butter market is quiet with storage stocks being drawn on for immediate consumption. Some New Zealand butter has arrived and is cut into prints for local trade. The cheese market is dull. Eggs are holding firm, with new laids still very scarce, but it is the general opinion that the turn of the new year will see an improvement in receipts. The hog market is firmer under light shipments. Fresh pork loins are down one cent per pound, but other fresh meat cuts are unchanged. Cured meats and shortening are unchanged, but lard shows a reduction of one cent per pound. Shipments of poultry are larger with quotations on turkeys, ducks and geese advanced.

Turkeys and Geese Higher

Montreal

POULTRY.—A feature of the week's trading in poultry has been the buying of local turkeys for American account. With the premium on New York funds up to 17 cents and 18 cents, a turkey selling here at 55 cents per pound would cost the American buyer in the region of [illegible] cents per pound. This result[illegible] the advance in the price of turkey to around 60 cents per pound wholesale, although the majority of dealers are still quoting 53 cents to 56 cents for choice birds and from 51 cents to 52 cents for [illegible] but in the remainder of poultry prices no change has been reported. Business, as might be expected, is very good in poultry this week, and good supplies of poultry are arriving from the country daily.

POULTRY—

Turkeys, per lb.	0 50	0 60
[illegible]		
Geese	0	

Higher Prices on Oysters

Montreal

FRESH FISH.— There is no change this week in the quotations made on fresh or frozen fish. During the Christmas week the fish business is rather quiet but during the last week there have been three fast days, which stimulated the fish business considerably. Supplies of fresh halibut, haddock and cod are arriving which are ample to meet the demand which has been very good indeed. The higher rate of exchange between Canada and the United States coupled with the fact that oysters are generally dearer during the Christmas season has resulted in an advance in quotations on bulk oysters amounting to 25 cents on the No. 1 standard.

FRESH FISH		
Haddock		08
Steak cod	0 10	11
Market cod		11
Smelts		0 10
Lake herrings		
Halibut, med.		24
Pickerel		
Fresh eels, per lb.		
Fresh salmon, med.		0
Perch		
Trout, Herrings		0 06
FROZEN FISH		
Haddock, large and medium	0 16	
Halibut, Western, medium		
Mackerel	0 15	
Pike, headless and dressed		0
Pickerel		
Sea Herrings	0 06	0
Salmon, No. Sockeye		
Salmon, cohoes, round		0 20
Salmon, Spring, 6 and 8 lbs.		
Whitefish		21
SALTED FISH		
Codfish, large blocks 100 lbs.		16 00
Sardines, half barrel		
Salted Trout, half barrel		12 00
Salted Salmon, kitts		27
Boneless cod (100), case lots	0 16	20
SMOKED		
Cooked Haddies, 15/16 lbs.		0 13
Fillets, 10/12 lbs.		
Smoked Herrings		
Kippers, 100 lbs.		2
Bloaters, 100 lbs.		
Smoked Salmon		0
BULK OYSTERS		
Standards		25
Do., No. 3, can		
Selects, No. 1, can		
Shrimps, per can		
Lobsters, per lb.		
Do., can		12

Hog Market Firmer

FRESH MEATS.— The hog market developed a firmer tone during the week with prices up 75 cents per hundredweight. The receipts of hogs at the Union Stock Yards were very light, [illegible] the end of the market. Fresh pork loins are down one cent, bringing the price to 39½ cents per pound. All other cuts are unchanged.

Spare ribs, lb.		
Hips, lb.	0 17	0 22

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 18	0 22

Above prices subject to daily fluctuations of the

Smoked Meats Unchanged

PROVISIONS. — There are no price changes on cured meats. The market is [illegible] in the hog market.

Rolled, per lb.		0 67
Breakfast, ordinary, per lb.		0
Breakfast special trim		
Do., av. 80-90 lbs.		0 26
Clear bellies, 15-30 lbs.		
Fat backs, 10-12 lbs.		0 23

Out of pickle prices range about 2c per pound below corresponding cuts above.

Above prices subject to daily fluctuations of the market.

Cooked Meats More Active

COOKED MEATS. — The Christmas season has brought a better demand for cooked meats, but otherwise there is nothing of interest to report. The market [illegible] quotations unchanged.

Choice jellied ox tongue, lb.		0 63
Large bologna, lb.	0 17	0 18

Above prices subject to daily fluctuations of the market.

Eggs Hold Firm

[illegible] ment will be shown very soon as the open winter has had a tendency to make pullets start laying earlier than usual. Storage eggs have been drawn on very heavily, and it is altogether likely that supplies will be cleaned up earlier in the season than usual. United States [illegible] continue to arrive for local consumption. Quotations are unchanged.

EGGS—

Prices shown are subject to daily fluctuations of the market.

Butter Market Quiet

BUTTER. — The butter market is quiet and unchanged. Some New Zealand butter has arrived and is being cut into prints for local consumption.

BUTTER—

Creamery prints	0 50	0 56

Cheese Market Dull

CHEESE. — There is no change in cheese. Quotations are steady at 26 cents per pound.

Large, per lb.		0 26

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Lard Down One Cent

LARD. — Lard quotations are again reduced one cent per pound, bringing the price of one pound prints to 27 cents and on the tierce basis 23 cents per pound.

1-lb. prints		0 21
Tierces, 400 lbs.		0 23

Shortening Unchanged

Toronto.

SHORTENING.—The shortening market is unchanged under the recent reductions.

SHORTENING—

Pure, tubs, 50c lbs.	0 27
Pure, tubs, 20c lbs.	0 27

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ½ cent higher than tierces.

Oysters in Active Demand

Toronto.

FISH. — The Christmas season has brought a better demand for oysters than at any other time this season. Quotations are holding steady to firm. Smelts continue very scarce, one small shipment arrived during the week, but these were soon picked up and dealers have no further shipments in sight at present. Smoked haddies are holding steady at 12 to 13 cents per pound and fillets at 18 cents. Fresh sea and frozen fish are arriving freely and quotations are well maintained.

FRESH SEA FISH

Cod Steak, lb.	0 11	0 12
Do., market, lb.		0 09
Do., lb.	0 10	0 11
Halibut, chicken	0 18	0 19
Do.,	0 23	0 24
Do.,	0 18	0 19
Do.,	0 09	0 10
Do.,	0 10	0 11
Fresh Trout, lb.	0 17	0 18
Do.,	0 11	0 12
Oysters—		
		4 50
		12 00
		20 00
		6 50
		20 00
800 count, per bbl.		27 00
SMOKED FISH		
	0 23	0 24
	0 11	0 12
Pike, round	0 10	0 11
Do., headless and dressed		0 —
		0 —
Do., Red Spring		0 28
		0 —
Brill		0 11
		0 13
Fillets, lb.		0 18
		3 00
		00
		20
		22
Salmon Snacks, lb.		0 —
Labrador Herrings, kegs, 100 lbs..		6 50
Do., bbl., 20 0lbs.		13 00
Do., pails, 20 lbs.		2 25
Salt Mackerel, 20-lb. kit		3 25
Holland Herrings, Milchers		1 25

Turkeys 58 Cents Per Pound

POULTRY.—Turkeys are arriving in heavier shipments this week, but not as heavy as expected. Quotations on turkeys are higher, and they are now quoted to the retail trade at 58 cents per pound. Ducks and geese are also higher.

Prices paid by commission men at Toronto:

Roosters	0 18	0 21
Fowl, 4 to 5 lbs.	0 23	0 26
Fowl, under 4 lbs.	0 16	0 20
Spring chickens, live	0 22	0 27
	0 22	0 30
Hens, heavy		
Do., light		
		0 45

WINNIPEG MARKETS

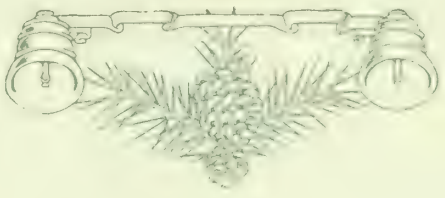
WINNIPEG, Dec. 22.—The hog market during the week has remained fairly steady. Choice veal, mutton and lamb are in good demand. Bacon is reported very scarce, while smoked hams show no change in price. Cooked meats have been fairly active. Creamery butter declined one cent per pound and is now quoted at 58 cents. Lard also has shown a decline and is now quoted at 26½ cents, tierce basis. Eggs are firm with a tendency for higher prices. Fish and poultry are arriving freely and quotations remain unchanged. Both wholesalers and retailers report that the Christmas trade has been exceptionally good.

Hog Market Steady

Winnipeg.

FRESH MEATS.—The hog market has been very steady with no change in prices. Choice veal is in good demand and quality veal calves are being quoted from $7.00 to $8.00. The sheep and lamb market has been very active with large arrivals. Lamb is quoted at $12.00 to $12.25 per hundredweight, while mutton is quoted from $7.00 to $8.00. Beef remains steady with no change in prices.

Hogs	12 75	14 00
Beef		0 —
Lambs		0 —
Veal		0 —
Cows		0 —
Loins of Pork, up to 35 lbs., lb.	0 22	0 27
Sides, lb.		0 —
Loins of Pork, lb.	0 —	0 —
Fresh Hams, lb.	0 24	0 29
Picnics, lb.		0 25
Shoulders, lb.	0 —	0 —
Corned Beef, lb.	0 —	0 —
Boiling Beef, lb.	0 28	0 —
Roasting Beef, lb.	0 —	0 —
Stewing Beef, lb.	0 20	0 —
Mutton		
Legs		0 —
Loins		0 —
Shoulders		0 —
Chops		0 —
Veal		
Loins		0 —
Shoulders		0 —
Chops		0 —
Stewing		0 —
Lamb		
Legs		0 —
Loins		0 —
Shoulders		0 —
Chops		0 —
Stewing		0 —
Pork		
Loins		0 —
Shoulders		0 —
Chops		0 —
Spare Ribs		0 —
Sausage		0 —
Pure Pork		0 —
Fresh Pork



The Season's Best Greetings To You and Yours

May your Christmas be a Merry one, every hour filled with Joy and Gladness. To all our customers, as well as those we would like for our customers, we send these Greetings, along with our Best Wishes for the New Year.

May you and yours share bountifully in all the good things the New Year has in store, yielding you a full share of success in your every undertaking.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

MONTREAL HAMILTON



Are YOU selling this?

It sells quickly. It brings many repeat orders. It gives a good profit. The quality holds your customer's goodwill.

Easifirst shortening will pay you well. Order your supply now.

Phone Junction 3400

Gunns LIMITED WEST TORONTO

MARIGOLD



MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec



Schneider's Guaranteed Bacons and Guaranteed Hams

These Schneider [illegible] sellers for you as they have done for hundreds of other [illegible] and are prepared to please in the Special Schneider way and their flavor and quality is unusually good.

You can always count on Schneider Meat Products to please your customers, because they are guaranteed by us to win satisfaction or money back. Try a sample order and see how their [illegible]

Let us quote you on cooked meat, sausages, etc.

J. M. SCHNEIDER & SON, LIMITED
KITCHENER, ONTARIO

KING OSCAR
BRAND SARDINES



A high-grade line of Sardines that you can offer your best class of trade with pride. They're packed from the finest, carefully selected, Norwegian-[illegible]ght bristlings in pure olive oil, and their exceptional flavor and quality will invariably win approval and repeat orders.

Feature "King Oscar" [illegible] lines during the [illegible] season. Their [illegible] ing dainty sandwiches for afternoon teas, [illegible] [illegible]

Order a supply from your wholesaler.

CANADIAN AGENTS:

John W. Bickle & Greening
Hamilton, Ontario



Salt Plant, Windsor, Ontario

The Salt That Sells

Magnificent deep-sea salt condition in the [illegible] salt works in the Dominion, the Canadian Salt Company's products are unequalled for quality and strength.

[illegible] every need

Windsor Table Salt
(For general household use)

Regal Table Salt
Free running—Sold in cartons

Windsor Dairy Salt

Windsor Cheese Salt

Made in Canada

The Canadian Salt Co., Limited
Windsor, Ontario

1920

Season's Greetings

AS THE year turns again to the Christmas-tide, and, with it, our minds to thoughts of cheerfulness and goodwill, we like to think of all those scattered friends of ours--serving the public all over this country--as gathered together to exchange the congratulations and greetings of another year.

We hope that the wishes for a truly happy Christmas and a New Year of continued joy and prosperity, which we so sincerely extend to you, may be accepted as the token of friendship between men who have found their relations to one another of mutual benefit and satisfaction.

Canadian Packing Company
Limited, Toronto, Canada

CPC

We wish all our trade A
MERRY, MERRY XMAS
and a PROSPEROUS AND
HAPPY NEW YEAR



All your customers want "SALTESEA"
Oysters for the holiday festivity.

Let us have your orders early.

Oceanic Oyster Co. of Canada, Limited
MONTREAL

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

PEANUT ROASTING MACHINE

Where could we get a peanut roasting machine?

G. T. ARMSTRONG & SONS,
Sherbrooke, Que.

You could obtain this from the Fletcher Manufacturing Company, Toronto, Ont., or Kingery Manufacturing Co., 420 N. Pearl St., Cincinnati, Ohio.

LICENSE FOR CONFECTIONERY

The only goods I handle subject to luxury tax is confectionery, which is charged on invoice from manufacturers. Must I buy a license?

MR. J. W. THOMPSON,
Elm Tree, Ont.

It is not necessary for you to have a license to handle confectionery unless you manufacture confectionery yourself. If this is the case you would have to take out a manufacturer's license, which amounts anywhere from $2.50 to $5.

The tax charged on your invoices from manufacturers is a sales tax.

WHERE TO BUY OATS, CORN MEAL, BEANS AND BARLEY.

Would you be so kind as to tell us the best people to buy Western oats by the carload, corn meal, hand-picked beans and barley?

MR. F. F. GAUDET,
St. Joseph, N. B.

For Western oats and barley we refer you to W. J. Baker, Canadian Feed Mfg. Co., Toronto, Ont.; Corn Meal, Chisholm Milling Co., Toronto, Ont.; White Swan Spices & Cereal Co., Toronto, Ont. Hand picked beans, W. H. Millman & Sons, Toronto, Ont.

ADDRESS WANTED

In last Enquiry page of Canadian Grocer, address of McGuire, Patterson & Palmer, head office Montreal, was asked for.

This firm has been located at 343 Dorchester Street, West.

STAMPS ON PATENT MEDICINES

Are stamps still to be stuck on patent medicine containers? What articles are taxable under the new luxury tax regulations for which one has to take out a license?

MR. WM. E. HARBOUR,
Sandy Beach Centre Co.,
Gaspe, Que.

Stamps are not to be affixed to containers. This is necessary on external remedies only. All articles taxable under the new luxury tax you will find in Canadian Grocer issue of July 2|20. Copy of this has been mailed, also copy of July 9th, in which there is an article on labelling food and drugs.

BOOK ON SHOW CARD WRITING

Please tell me where I can get a good book on show card writing.

MR. J. G. QUACKENBUSH,
Smiths Falls, Ont.

There is a booklet published by the Thompson School of Lettering, Pontiac, Mich., the cost is $1. You could also get a course by mail from the Shaw Correspondence School, Toronto, Ont.

TURKEYS AND GEESE FOR CHRISTMAS

Will you please let us know where we could get turkeys and geese for Christmas?

MESSRS. VIVILLE & FILS,
Sturgeon Falls, Ont.

Answer—C. A. Mann, London, Ont. M. Mallon, Jarvis St., Toronto, Ont.; The Swift Canadian Co., West Toronto, Ont.

ANOTHER PIN MANUFACTURER

In a recent issue of Canadian Grocer an enquiry appeared for pin manufacturers. Names of American Pin Co., Waterbury, Conn.; National Pin Co., 20 Stanton Ave., Detroit, Mich., were given. In addition to these is the De Long Hook & Eye Co., of Canada, St. Mary's, Ont., who manufacture all kinds of pins, hooks and eyes, dome fasteners, etc.

LOYAL ORANGE LODGE REGALIA

Will you kindly tell us where we could purchase Loyal Orange regalia?

THE HODGE BROTHERS,
Foillingate, Newfoundland.

Answer—You could purchase Loyal Orange Association regalia from Ambrose Kent & Sons, 156 Yonge St., Toronto, Ont.

JUTE BAGS

Will you kindly advise where we can purchase new and second hand jute bags?

MESSRS. H. M. LAKE & SONS,
Box 43, Gooderham, Ont.

Answer—The Canadian Bag Co., Ltd., 100 Paton Rd., Toronto, (factories in Montreal and Winnipeg); Consumers Bag Co., 301 Euclid Ave., Toronto; Woods Manufacturing Co., 410 Logan Ave., Toronto; Bennis Bros. Bag Co., Winnipeg, Man.; Smart Bag Co., Montreal, Que.; (Second hand), The Bag Metal Co., 428 Richmond St. W., Toronto; J. Krasnon, 530 Front St. W., Toronto.

SIGNS AND PRICE TICKETS

Where can I purchase an outfit for printing signs and price tickets?

J. E. CARY,
P. O. Box 214,
Beaverton, Ont.

Answer—C. W. Mack, 46 Adelaide St. W., Toronto, Ont.; Toronto Stamp & Stencil Works, Toronto, Ont.; Artists' Supply Co., 77 York St., Toronto Ont.; Art Metropole, 14 Temperance St., Toronto, Ont.; A. Ramsay & Son, Montreal, Que.; Reliance Ink Co., Winnipeg, Man.

MACHINE FOR CIRCULAR LETTERS

I want to get a machine for writing circular letters and price lists. Would prefer to buy a second hand one in good order.

SUBSCRIBER.

Answer—Multigraph Sales Co., 88 Bay St., Toronto, Ont.; Business Machines Co., Ltd., Adelaide St. W., Toronto, Ont.

SCALES

Where could I buy a pair of honest weight scales?

MR. A. E. AMEY,
Verona, Ont.

Answer—We refer you to the Swift Canadian Co., West Toronto, Ont. Some time ago they were advertising scales of this kind. Scale manufacturers are: The Dayton Scale & Slicer Co., Toronto, Ont.; The Canada Scale & Slicer Co., Toronto, Ont.; The Canada Scale & Slicer Co., Bowmanville, Ont.; The Brantford Scale and Slicer Co., Brantford, Ont.; The Toledo Scale Co., Yonge St., Toronto, Ont.

CANADIAN GROCER,
[illegible] University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....1920..

Please give me information on the following:—Name.....

Address .....

We now Book orders for Xmas Clear Toys.
Packed in wooden boxes 10 lbs. each.

S. & M.

The Cream of all Chocolates.

Write us for Prices and Discounts.

Sole Canadian Distributors:

Dominion Confectioners Limited

229 Notre Dame West, Montreal

Our Agents:

Samuels, Carney & Dickey Ltd.
Halifax, N.S.

Chadwick & Co.
Toronto, Ont.

L. Edward Whittaker
St. John, N.B.

H. H. Beer
Summerside, P.E.I.

California Raisins of all kinds.

Gosse-Millerd (Vancouver Pack) Canned Salmon in Sockeye, Cohoe, and other brands.

Also all pickled and frozen Trout and Herring.

LEMON BROS.

OWEN SOUND - ONTARIO

Books of Interest to Grocers

Grocery:

Grocers' Encyclopedia $10.50

Card Writing:

Flowers, Scrolls and Fancy Borders 1.00

Accounting and Bookkeeping:

Estimating 1.00
Brown's Ship Accounts ..... .75
Cost Accounting Path-finder ..... .50
Ropp's Calculator ..... .35
Costs Accounting 5.00

TECHNICAL BOOK DEPT.
The MacLean Publishing Co.
153 University Ave., Toronto

BUYING A PIG IN A POKE

The buying of advertising space used to be buying "a pig in a poke." The quantity and quality of circulation was shrouded in mystery and often the bag was tied against investigation.

That day has passed. The advertiser no longer depends upon "mere claims." The Audit Bureau of Circulations has untied the strings to the sack and the circulation of the better class of publications is thrown open for the most searching scrutiny.

In buying advertising space in Canadian Grocer you are not buying "a pig in a poke." Our A.B.C. statements will stand the analysis of the most exacting investigator.

CANADIAN GROCER

MONTREAL TORONTO WINNIPEG VANCOUVER

Sincerely wishing you a Merry Christmas And a Bright and Prosperous New Year.

D. HATTON CO., LTD., MONTREAL

Give this Sales-maker a "front seat"



Put Gold Dust packages where your customers can see them.

Every day more of your customers are discovering that they need Gold Dust. That's because of the advertising. You can sell each of these women if they see Gold Dust on your shelves.

Gold Dust has a quick turnover, good margin of profit, and it's "Made in Canada."

THE E. B. FAIRBANK COMPANY
LIMITED
MONTREAL



More for the Money

It is not surprising that retailers push MACDONALD'S, as—

They cannot sell their customers any other tobacco that compares in either quality or value.

They make an extra profit of from 60 to 80 cents on the case-run from each 10-pound caddy—besides the regular margin of from 2 to 21 cents per plug.

These two features alone make Macdonald's an exceptionally fine selling proposition: and when you consider that more men use Macdonald's than any other tobacco in Canada, that the tobacco sells itself, and the demand is rapidly increasing, you can readily understand why it pays to push it.

The Tobacco with a heart

MACDONALD'S

ON SPOT

PRUNES *25s and 50s*

FINEST NEW CALIFORNIA
AT VERY ATTRACTIVE PRICES

W. H. Millman & Sons
GROCERY BROKERS, TORONTO

KLAUS
GENUINE
Swiss Milk Chocolate



The Purest and Best

100 Different Varieties

A Big Seller with Your Best Trade

Order from Your Jobber

Or Direct from

ANDREW PATTISON
248 ST. JAMES ST. - MONTREAL

WHEN WRITING TO
ADVERTISERS
PLEASE MENTION
CANADIAN GROCER

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Silver Cow, each 48 cans.... 11 50

Brand, each 48 cans 11 35

EVAPORATED MILK

St. Charles Brand, tall, each

Peerless Brand, Family, each 48

Jersey Brand, small, each 48

CONDENSED COFFEE

Reindeer Brand, large, each 24

Reindeer Brand, small, each 48

Cocoa, Reindeer Brand, large,

Reindeer Brand, small, 48 cans 6 50

W. R. BROWNE & CO.,

Wheatgold Breakfast Cereal

THE CANADA STARCH CO., LTD.
Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches

200-lb. bbls., No. 1 white... 0

Gloss, 1-lb. chromo pkgs. 0 11¾

40-lb. Benson's Enamel (cold

Celluloid, 45 cartons, case... 4 70

Culinary Starch

1 lbs. W. T. Benson & Co.'s
Challenge Corn 0 10

20 lbs. Casco Refined Potato

potato flour.)

CULINARY STARCHES

40 lbs. Benson's Celebrated
Prepared Corn, 1 lb., per

40 lbs. Canada Corn Starch,

40 lbs. Challenge Corn

per lb. 0 13

Potato Flour.)

LILY WHITE CORN SYRUP

2-lb. tins, 1 doz. in case....

10-lb. tins, ½ doz. in case.. 5 95
(5, 10 and 20-lb. tins have wire handles.)

GELATINE

Instant Powdered Gelatine (2-qt. size), per doz... $1 80

MAGOR, SON & CO., LTD.
INFANTS' FOOD

Robinson's Patent Barley— Doz.

1-lb. .....

CANADIAN MILK PRODUCTS, LIMITED

KLIM

16 oz. tins, 2 doz. per case.. 11 50

COLMAN'S OR KEEN'S MUSTARD

BLUE

NUGGET POLISHES

Doz.

Polish, Black, Tan, Toney Red, Dark Brown, White Dress-

White Cleaner (liquid) $2 00

Card Outfits — Black, Tan,

Metal Outfits — Black, Tan,
Jersey Red, Dark Brown.. 5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb. $1 20

caddies 1 25

Shamrock, 9s, ½ cads., 12 lbs.,

Great West Pouches, 9s, 3-lb.

Master Workman, 2 lbs. 1 25

Old Virginia, 12s 1 70

Old Kentucky (bars), 8s, boxes,

With a full appreciation
of the many favors which
you have extended to us
during the past year,
when conditions have often
been exacting and trying
in the extreme.
We beg you to take our
very best wishes for
a Happy Christmas

A. P. Leonard & Co.



The
CROWN
Trade-Mark

on a bag of white beans is a guarantee of their uniform size and choice quality

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.



Quality Seeds Perfectly Blended

There's health and song for the [illegible] bird in every packet of Spratt's Mixed Bird Seeds. Their many points of excellence mean a steadily increasing trade for the store that stocks them.

SPRATT'S
MIXED
BIRD SEEDS

Sold only in 17-oz. Packets

Supplies may be obtained promptly from
F. W KENDRICK & CO., 313 Carter Cotton Buildings, Vancouver
and
HUGHES & CO., 109 Place d'Youville, Montreal

Spratt's Patent Limited, 24-5 Fenchurch St.
LONDON, E.C. 3, ENGLAND



OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East. Winnipeg
[illegible] & Mann, 417 Beatty Street Vancouver.

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box	3 50
Soluble Cocoa Mixture (sweetened), 5- and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

[illegible] 15 lb.	0 47
[illegible] size	2 35
[illegible] 10s size	1 [illegible]

SWEET CHOCOLATE

	Per lb.
[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]



Greeting

We extend to every Canadian Grocer our earnest and heartfelt Xmas Greetings and our sincere wishes for a Happy and Prosperous New Year

Stuart Limited

SARNIA, ONTARIO

The Publisher's Page

TORONTO DECEMBER 24, 1920

When Mistakes Occur

IN the handling of over seven hundred thousand subscriptions there must be a few mistakes.

We try to eliminate all chances for errors—we have spent thousands of dollars on systems that seem to us as near error-proof as human ingenuity can make them.

But sometimes they do occur. They are not intentional. We are very sorry to bill a man a second time when he has already paid, but it sometimes happens; but if you will tell us frankly about it you may rest assured this will be rectified immediately.

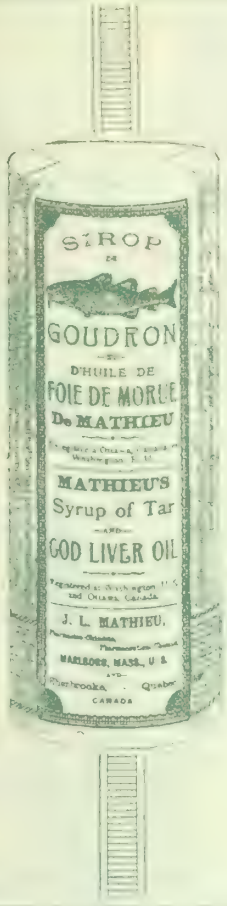
If for any reason you think we are not right, please drop us a note. Your clerks make mistakes, too, and you know how much it pleases you when a customer tells you frankly of his complaint—you look on him as a friend of the store.

We feel just the same way and will venture this — that you have never in all your experience had a complaint with us, and you told us about it that it has not been made good at once.

Two weeks ago a merchant in a small village complained to us she had been receiving Farmers' Magazine, whereas she ordered one of our trade papers. Her subscription was advanced one year from the date the complaint was reported to us. This was just a clerical error that was made good at once.

If you have a complaint or think you have one please communicate at once with the circulation manager.

Canadian Grocer
MacLean Publishing Co.
Vancouver Winnipeg Toronto Montreal



Winter--the Season for Colds Is the Time to Feature

MATHIEU'S
SYRUP OF TAR
and
COD LIVER OIL

This highly efficient and nationally known MATHIEU COUGH REMEDY is not only a cough cure of the highest order but it also possesses tonic properties that build up the system while curing a cold.

Its curative properties will win the confidence of your customers and on every sale there is a real worth-while profit.

J. L. MATHIEU CO., *Proprietors*
SHERBROOKE, QUEBEC

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., **Toronto, Ont.**



We wish every member of the Grocery Trade, especially our many Patrons and Friends

A Merry Christmas

and

A Happy New Year

WHITE & CO., LTD.

Main 6243

TORONTO

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-

GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S
David Brown	F. Manley	Bowring Bros. & Co.	J.W. Gorham & Co.

CLIMAX PAPER BALER



earns money for you every day—Turns waste into profit. 12 sizes.

Send for Catalog

Climax Baler Co.

Hamilton, Ont.

THERE'S NO VERMIN IN DOMINO



Insist on Domino or Jack Frost Package Rice. You would if you could see the roaches, flies, mice, rats and germ-laden dust that gather in bulk rice. It is protected from the mill to your store by modern sanitary precautions. They contain the best quality

CAROLINA AND BLUE ROSE RICE

There are no other package rices just as good. You can prove it yourself by examining their beautiful selected grain, white as snow.

RALPH GOLDSMITH CO., New Orleans, La.

Canadian Agent: C. C. Mann, Board of Trade Bldg., Toronto

LAST MINUTE REQUIREMENTS

FOR

XMAS FRUITS AND NUTS

PROMPT SERVICE

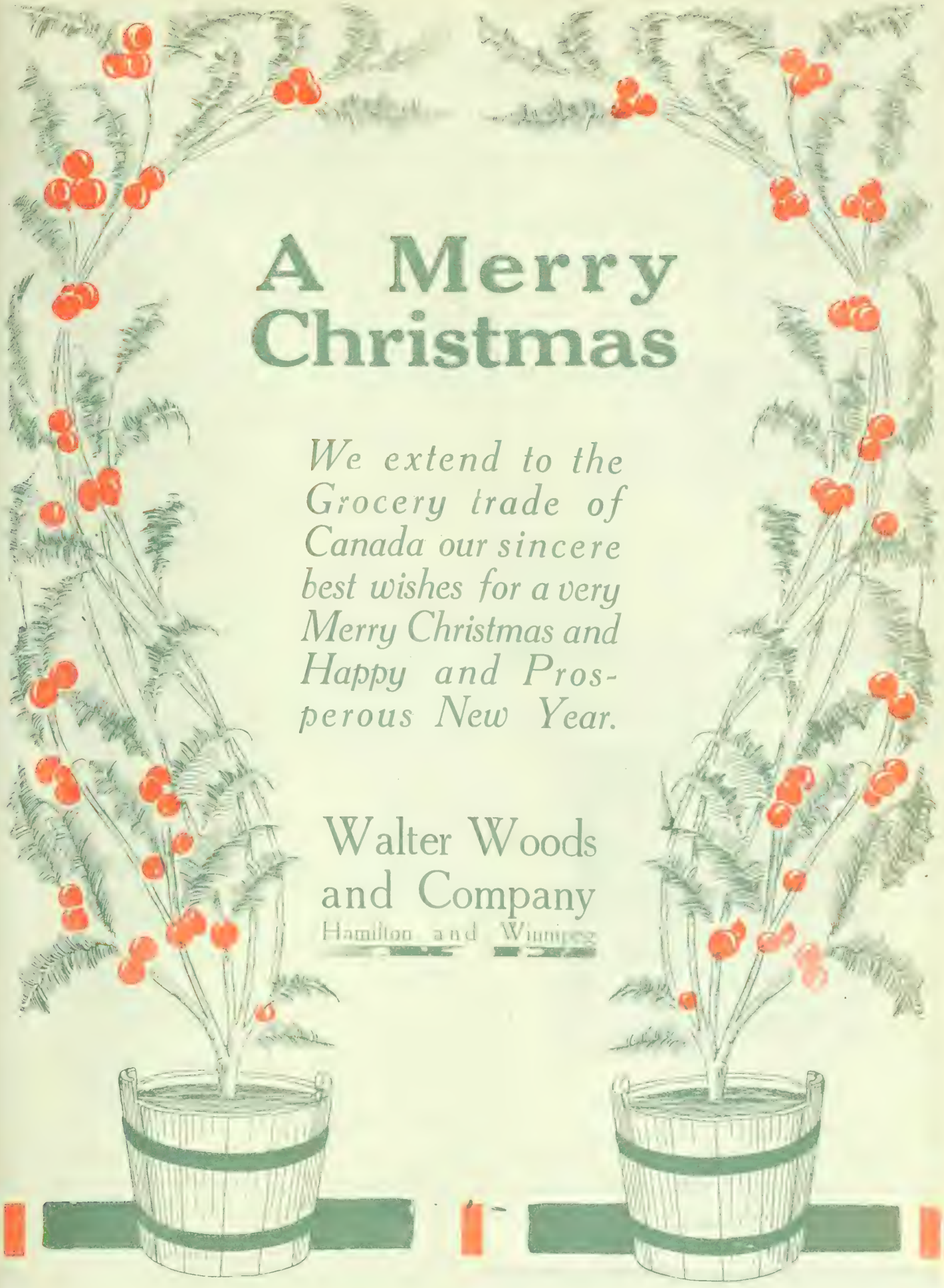
LOWEST PRICES

UNQUESTIONABLE QUALITY

HUGH WALKER & SON,

LIMITED Established 1861

GUELPH, ONTARIO

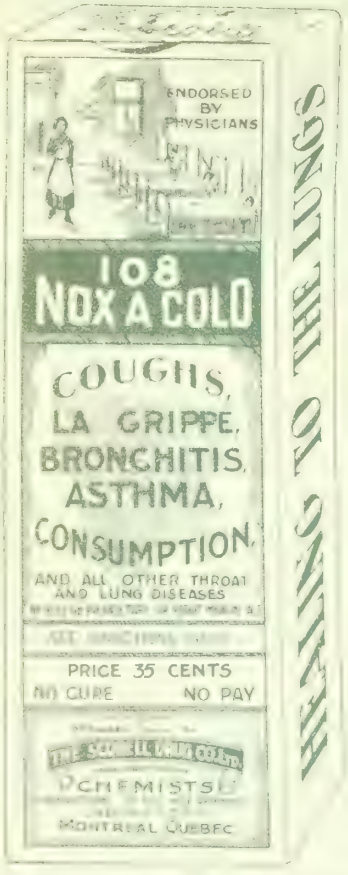


A Merry Christmas

We extend to the Grocery trade of Canada our sincere best wishes for a very Merry Christmas and Happy and Prosperous New Year.

Walter Woods and Company

Hamilton and Winnipeg



108
Nox a Cold

For 20 years this remedy has been recognized as

CANADA'S BEST COUGH MEDICINE

Guaranteed to help the worst cough or cold. For Bronchitis, Sore Throat, Quinsy, it has no equal.

EVERY GROCERY STORE

can sell this line and make an excellent profit.

Province.

THE
SCOBELL DRUG CO.,
LIMITED
91-92 Youville Square, Montreal

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS



Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

The J. H. Hanson Co., Ltd.
244 St. Paul St. West MONTREAL

INDEX TO ADVERTISERS

A

Acadia Sugar Refinery ... 20
Anchor Cap & Closure Corp... 22
Arnett, Thos. Lewis ... 20

B

Bann & Co., Donald H. ... 18
Berg & Beard ... 72
Bickle & Greenlaw, John W. ... 75
Borden Co. ... 1
Bowes Co. ... 20
Bovril Ltd. ... 11
Brennan, H. C. ... 21
British Columbia Packers' Assn. 12
Brodie & Harvie, Ltd. ... 72

C

Canada Produce Co. ... 21
Canada Starch ... 2
Canadian Packing Co. ... 56
Canadian Salt Co., Ltd. ... 55
Chadwick & Co. ... 7
Channel Chemical Co. ... 7
Inside front cover
Chaput, Fils & Cie, Ltd. ... 74
Clark Ltd., W. ... Inside back cover
Clayoquot Sound Canning Co... 17
Climax Biscuit Co. ... 18
Connecticut Oyster Co. ... 26
Cracknell Bros. ... 70
Cowan Co. ... Back cover
Crampton & Co., Ltd., John .. 14
Crown Drug R ... 72

D

Dalton & Co., Wm. ... 70
Diamond Dyes ... 14
Dominion Canners, Ltd. ... 5
Dominion Confectionery Co. ... 6
Dorion & Smith ... 18
Dunn, Albert ... 21

E

Eastern & Co., H. H. ... 69
Eastern Canada Salt Co. ... 8
Eby, Blain Ltd., W. H. ... 18
Elliott, Wm., & Sons, Ltd. ... 18
Empire Cream Separator Co., Ltd. ... 3
Empire Tobacco Co., Ltd. ... 4
Eureka Refrigerator Co., Ltd. ... 27

F

Fairbanks Co., N. K. ... 60

G

Gendron Mfg. Co. ... 21
Gillespie & Co., John ... 68
Gunns Ltd. ... 18

H

Hall Co., Arthur ... 73
Hamilton Steel & Iron Co. ... 15
Harris Abattoir Co. ... 66
Hart & Co., A. G. ... 21
Hill, Newton A. ... 21
Hudon, Herbert & Cie ... 4

I

Imperial Grain & Milling Co. ... 10

J

Jones Co., Limited ... 1

K

Kerr Co., H. P. ... 13
Kilgour Rimer Co. ... 21

L

Lambe, W. G. A. ... 21
Lachaine, Geo. D. ... 21
Langley, Harris & Co., Ltd. ... 3, 21
Laporte-Martin Limitée ... 9
Lemon Bros. ... 58
Levant American Mercantile Co. ... 22

M

McLaughlan, J. K. ... 21
McLay Brokerage Co. ... 18
Macdonald Reg., W. C. ... 61
Mackenzie, W. L. ... 18
Maclure & Langley ... 2, 21
Maagor, Son & Co., Ltd. ... 28
Majon Ltd., S. J. ... 20
Malcolm Condensing Co. ... 23
Mann & Co., C. A. ... 71
Marsh Grape Juice Co. ... 6
Mason & Co., Ltd., Geo. ... 68
("O.K." Sauce)
Mathieu & Co., J. L. ... 67
Meikle, Geo. T. ... 64
Millman & Son, W. H. ... 62
Moore & Co., R. M. ... 71
Morris & Co. ... 74
Mowat & McGeachie ... 28
Mueller Co., Ltd., The Chas. ... 71

N

Naclo Mercantile Agency ... 72
Nicholson, Rankin Ltd. ... 28
North West Biscuit Co. ... 16

O

Oakey & Sons, Ltd., John ... 64
Oceanic Oyster Co. ... 57
O'Donnell & Co., John J. ... 21
Oxo Ltd. ... 6

P

Paterson Andrew ... 62
Patrick & Co., W. G. ... 7, 21
Peacock & Co., H. P. ... 79
Petrie Ltd., John ... 17
Pure Cane Molasses Co. ... 8

R

Red Rose Tea ... 75
Richardson & Green, Ltd. ... 19
Rock City Tobacco Co. ... 8

S

Sarnia Paper Box Co. ... 71
Schneider & Sons, J. M. ... 57
Scobell Drug Co., Ltd., The ... 9
Scottish Chemical Co., Ltd.
Front cover.
Sichell & Co., Martin ... 71
Shepherd-Mott & Co. ... 2
Smith, K. ... 1
Spratt Co., The ... 1
Spratt's Patent, Ltd. ... 1
Arnaud Fils Cie ... 81
Stuart, Ltd. ... 6

T

Thompson Co., A. E. ... 65
Toronto Pottery Co., Ltd. ... 71
Tuckett Works ... 71
Tuckett of Canada, Ltd. ... 61
Turner Mfg. Co. ... 1

V

Vaughan & Co. ... 1

W

Walker & Son, Hugh ... 68
Wallace Fisheries, Ltd. ... 77
Watson & Truesdale ... 19
White & Co. ... 68
White Cement ... 71
Wiley, Frank H. ... 18
Williams Storage Co. ... 10
Woods & Co., Walter ... 60

BUYERS' MARKET GUIDE
Latest Editorial Market News



STONEWARE JARS

as Food Preserving are needed in every home.

Place your order early.

The Toronto Pottery Co, LIMITED

608 and 609 Temple Bldg. Bay and Richmond Sts. Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, 259 Kingswood Road Beach 2170 Toronto

J. E. TURTON, Board of Trade Building, Montreal

OPPENHEIMER BROS., LTD. Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE CHARLES MUELLER COMPANY Limited

Barrels and Kegs

Oak, Ash and Gum

From 5 Gals. to 50 Gals.

Waterloo - - Ontario

A. F. VINCENTELLI & CO.

ANTWERP (BELGIUM)

The oldest Corsican Canned Fruit and Fruit Mixing concern

CITRON - LEMON - ORANGE

CHERRIES - ANGELICA

ASSORTED FRUITS, Etc.

Information

We can keep you posted with all daily news and business Tips.

Canadian Press Clipping Service

143-153 University Avenue, Toronto

GRAIN VALUES EASE SLIGHTLY

There was a note of uncertainty noticeable in the grain markets during the week which was due partly to the political developments in the United States and the prospects of a duty of 30 cents per bushel being placed on Canadian wheat going into that country, as well as by reports that the figures which had been made public last week regarding export sales had been somewhat exaggerated. Prices of Winnipeg options, however, did not show as wide fluctuations as has frequently been the case recently. The close was slightly weaker, December being 1¼ cents down at $1.87⅜, while May was only off ⅛ cent at the finish. A number of the local dealers continue to view present prices with a lack of confidence.

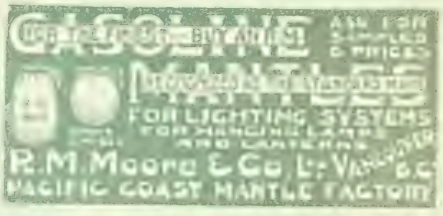
These one-inch spaces only $2.20 per insertion if used each issue in the year.

GROCERS

We secure the very best selected eggs, creamery butter and fancy dressed poultry by getting direct supplies from

C. A. MANN & CO.

LONDON, ONT.



The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:

Ice Cream Cartons, Paraffined.

Butter Cartons, Paraffined.

Egg Cartons, Special Egg Fillers

Folding Candy Boxes also handy Paraffine boxes for bulk pickles, Mincemeat, etc.



CRESSY'S

CONCENTRATED FOOD FLAVORING EXTRACTS

John R. Cressy Co., 523 King St. W., TORONTO

30 DOZ. CASE FILLERS

ONE DOZ. CARTON FILLERS

¾-INCH CUSHION FILLERS

CORRUGATED FLATS

The TRENT MFG. CO., LTD.

TRENTON - ONTARIO

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

Rates For Classified Advertising

Advertisements under this heading 2c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

OPPORTUNITIES ARE OFFERED EVERY WEEK ON THIS PAGE

PARTNER WANTED

WANTED—PARTNER FOR GROCERY STORE. [illegible] Ave., Toronto, Ont.

MISCELLANEOUS

TO MANUFACTURERS OF FOOD PRODUCTS

[illegible] maintaining travellers. Manufacturers' Agency, [illegible] Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITION WANTED

[illegible]

HELP WANTED

WANTED YOUNG ACCOUNTANT MAN [illegible] Apply, stating age, experience, etc., to [illegible] Ave., Toronto.

WANTED—BAKER FOR FEED AND GRO[illegible] Brunswick. Apply [illegible]

ARTICLES WANTED

WANTED TO BUY [illegible]

COLLECTIONS

Our ability to collect accounts has been highly praised [illegible] all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE



RID-OF-RATS

Patented, is Non-Poisonous and can be use[illegible]

THE RIDS-O-RAT MFG. CO. [illegible] Brooklyn, N.Y.

Business Data

Would it interest you to get all information published from time to time on industrial conditions in certain districts?

Do you ever wish to refer to the advertising of a competitor, the past quotations of certain stocks, the operation of factories, the [illegible] data that may assist you in managing your business?

[illegible] a detailed survey in the last [illegible] months, that will prove to you that having this valuable data at your finger ends is assuredly worth while.

We will be glad to [illegible] rates and explain [illegible] that you will use daily.

Canadian Press Clipping Service
143-153 University Avenue, Toronto



Christmas Greeting

W. CLARK,
LIMITED
MONTREAL

Extend a hearty Xmas Greeting to their many friends and wish them a bumper year in 1921.



This Booklet

WILL
INCREASE YOUR
SALES

of

COCOA

FREE

LET US KNOW HOW MANY WE CAN SEND YOU FOR YOUR TRADE. WRITE US BEFORE OUR SUPPLY OF THESE BOOKLETS IS EXHAUSTED.

THIS BOOKLET shows the house-wife many new ways of using Cocoa in making Cakes, Pies, Puddings, etc.

The Cowan Co. Ltd.

Stirling Road

TORONTO

CANADIAN GROCER WISHES ALL ITS READERS A HAPPY NEW YEAR

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, DECEMBER 31, 1920 No. 53

Ask for

Kingnut

Nut-Margarin



Sold On

Money Back Guarantee

KELLOGG PRODUCTS INC.

BUFFALO, N.Y.

CANADIAN OFFICE : 39 MOSGROVE ST., OTTAWA, CANADA.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested



PULL Versus PUSH

WHICH type of merchandise do you prefer to handle—merchandise that pulls business of its own accord—or merchandise you have to push?

We believe you prefer the profitable, business-pulling kind, and for that reason you will favor O-Cedar Polish.

O-Cedar Advertising appears regularly throughout the year, steadily pulling business. O-Cedar has many and various uses—it is a polish for floors, furniture, wood work, motor cars, etc., therefore an all year 'round seller—another business-pulling advantage.

A sale of O-Cedar Polish often leads to the sale of an O-Cedar Mop. And now-a-days many housewives wisely keep an extra bottle of O-Cedar Polish on the shelf—thus you have an opportunity to make two sales instead of one.

Taking all these sales features into consideration—could you wish for a more profitable business-puller than O-Cedar Polish?

Order O-Cedar Polish from your Jobber.

CHANNELL CHEMICAL CO., LIMITED
TORONTO

CLEANS AS IT POLISHES
O-Cedar Polish

CANADIAN GROCER, published every Friday. Yearly subscription price, $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.

Borden's Products
Eagle Brand Milk
St. Charles Milk
Reindeer Coffee
Reindeer Cocoa
Malted Milk



Borden's
Brand Milk
"With the Cream Left in"



—A size for every need

The Milk That Is Safe, Sweet and Pure Always

RICH, pure, wholesome, hygienic milk from healthy cows pastured on the green meadows of Canada's finest dairying districts. Milk that's rigidly inspected and scientifically processed by the proven methods of over a half-century's experience. That is the sort of milk contained in every tin bearing the Borden label. It is the sort of milk you should want to use on your own table —the sort you can with confidence recommend to every good housewife. She knows Borden's — everybody does. And a suggestion from you will mean good sales and better profits.

The Borden Co., Limited
Montreal

Business as Usual

We wish to advise the trade that the fire which destroyed the buildings directly back of our Warehouse did not in any way damage

OUR STOCK

BUSINESS WILL BE AS USUAL

All orders will be promptly filled same day as order is received

WISHING YOU PROSPERITY IN 1921

Laporte Martin Ltee

WHOLESALE GROCERS AND WINE MERCHANTS

MONTREAL

$125.00 IN PRIZES

Window Dressing Contest for Toronto Grocers and Clerks

HERE is a splendid opportunity to earn some extra money for your skill as a window trimmer and at the same time increase your sales of jams and marmalade at a time when they sell the best. We want to have every grocer in Toronto—or a clerk in each store—enter this contest. You cannot lose and you have a chance to make $50 in addition to profits made on sales of one of Canada's best jams—**St. Williams.** As you know, this is a high-class product that always repeats—many grocers who feature it above all others say it is better than any imported line.

PRIZES	
1st	$50
2nd	$25
3rd	$15
4th	$10
5th	$10
6th	$5
7th	$5
8th	$5

The Prizes Are Worth While

and **$3** will be paid for each photograph sent in not included in the prize money.

The judging will be based on the three important points:—

1. **Selling Ability of the Window**; 2. **Attractiveness**, and 3. **Originality.**

The contest extends from January 17, 1921, for one month to February 17.

Windows to be kept intact for a period of not less than one week. Photographs should at least be 6 x 8 inches in size or larger. Decisions of judges final. Windows to be trimmed only with **St. Williams products, jams or marmalade, or both**—glass, tins, or both.

Judges—Editors of Canadian Grocer: J. L. Wyckoff, P. A. Crane and B. T. Huston.

Our salesmen have supply of window cards—ask for them, or write or 'phone our selling agents—Langley Harris & Co., Limited—Main 6022.

(N.B.—In sending photograph, see that no mark is placed on back of it, but attach separate paper with name and address. Each photograph will then be given a number and passed over to judges.)

Made by

St. Williams Fruit Preservers, Limited

St. Williams, Ontario

Send Photographs to our Selling Agents:

Langley, Harris & Company, Limited

SUCCESSORS TO

MACLURE & LANGLEY, LIMITED

12 Front Street East -- -- Toronto

— CONTEST FOR OUTSIDE TORONTO ANNOUNCED LATER —

Drimilk

A SEPARATED MILK POWDER

Every wholesale grocer stocks it.
Good grocers sell it in yellow tins.

Phone College 2040

THE DRIMILK CO., LTD.
COURTLAND, ONT.

Executive Offices: Spadina Crescent, Toronto

Donald H. Bain Co., Winnipeg
Western Distributors

Have You Sent In Your Order For



Registered Trade Mark

Molasses

You must choose between good and ba d quality molasses, in order to increase your molasses sales during the period of unsettled prices. The public are becoming more discriminating as to quality, and demanding th e best molasses for the price.

When ordering Windmill Barbados Sup er Fancy Molasses, you order an article with a guarantee, and you will have no trouble i n reselling it. It will increase your molasses sales, also your regular business to have the h ighest grade Barbados molasses in your store.

Ask your wholesaler for prices on "Win dmill"—you will find them right.

We guarantee Windmill to be absolutel y pure and highest grade Barbados Molasses.

PURE CANE MOLASSES CO. OF CANADA, LIMITED
St. John, N.B. Montreal, Quebec

By Appointment  *to H.M. the King*

Crosse & Blackwell

have the highest reputation for quality. There is always a ready market for goods that are of the best, and it is recognized the world over that

Crosse & Blackwell

maintain a unique reputation for consistently supplying the best.

Price lists are obtainable from

Stewart Menzies & Co.

32 Front Street West
TORONTO

MACDONALD'S

The Best Known Tobaccos in Canada To-Day

THERE are eight kinds of tobacco pictured on this page. They are all Macdonald's. They are all made to meet **somebody's** idea of a perfect tobacco —and **every** smoker will find among them a tobacco to suit **his** taste.

These eight forms of Macdonald's are the best-known tobaccos in Canada. Their pictures are in the newspapers all over the country. The result—

More and more Macdonald's is being sold all the time. And the more Macdonald's sold, the faster the retailer's turnover; the faster the turnover, the **greater his profit.**

And, after all, none of us are in business for our health.



The Tobacco with a heart

CLARK'S Prepared Foods

"Ready to Serve"

Pork and Beans
Roast Beef
English Brawn
Veal Loaf
Ox Tongue
Beef Steak and Onions



Devilled Meat
Potted Meats
Sliced Smoked Beef
Cambridge Sausage
Canadian Boiled Dinner
Tongue, Ham and Veal

Spaghetti with Tomato Sauce and Cheese

Soups (13 kinds)
Table Syrup
Irish Stew
Peanut Butter
Corned Beef Hash,
Tomato Ketchup, Etc.

MADE IN CANADA - BY CANADIANS

AND ALL FIRST-RATE SELLERS

W. CLARK, LIMITED

MONTREAL



'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J.W. Gorham & C

SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples, prices and supplies to:—

F. W. KENDRICK & CO.
313 Carter Cotton Buildings, Vancouver
or
HUGHES & CO.
109 Place d'Youville, Montreal

DOG MEAT FIBRINE CAKES

Spratt's Patent Limited
24-5 Fenchurch Street, London, E. C. 3, England

Y & S
STICK LICORICE
in 10c Cartons



Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

Catalogue and Price List on Application.

REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them

OCEAN BLUE

In Squares and Bags

Order from Your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto

King Oscar

BRAND SARDINES



The finest flavored, highest-grade sardines on the market. **King Oscar** brand are packed from carefully selected Norwegian-caught bristlings in pure oil, and their tempting flavor and exceptional quality will win steady repeats from your better class of trade.

Recommend them for making dainty, wholesome sandwiches, etc., for afternoon teas, socials, etc. You'll find the profits worth a little extra selling effort.

Canadian Agents :
John W. Bickle & Greening
Hamilton, Ontario

Eureka Refrigeration Equipment



This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.
Head Office and Factories:
OWEN SOUND, ONTARIO

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

Little Selling Effort



will, we feel sure, be required for the selling of "Maroma" Salad Dressing. Its satisfying qualities as an aid to delicious fish and all kinds of meats, entrees has given it a first place for profitable returns.

Our OLIVE BUTTER is also recognized as a brisk, steady seller and a daily prominent display should bring regular profits. Made from selected spices, Olives, Pimento and Malt Vinegar.

Sold and Manufactured by
E. W. Jeffress Limited
Walkerville, Canada
W. G. Patrick & Co., Limited
Toronto and Winnipeg Selling Agents for our Blue Seal Lines

QUAKER BRAND

Quaker Brand canned fruits and vegetables are the choicest products of the fertile valleys of British Columbia.

Canneries are located at strategic points throughout the Province in the centres of each district where certain fruits or vegetables reach their highest perfection.

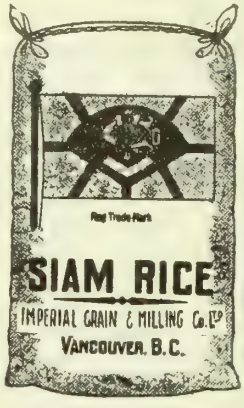
In stocking Quaker Brand you offer your customer the best canned goods Canada can produce.

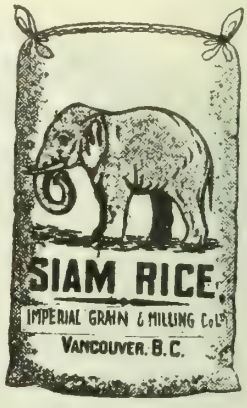
Dominion Canners B. C. Ltd.
Head Office: Vancouver, B.C.



Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

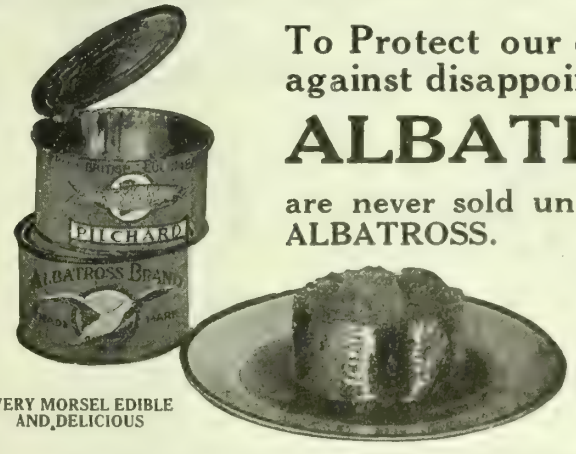
JOHN PRITTY, LIMITED
Merchandise Broker and Manufacturers' Agent
HEAD OFFICE - REGINA, SASK.
Sales connections in all the cities of Canada and the United States.
If you desire your goods placed on the wholesale and retail market, get in touch with Pritty.
A purely Western firm with 11 years' Western experience.

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

Western Transfer & Storage, Ltd.
OFFICIAL CARTERS FOR
C.N.R., C.P.R., E.D. & B.C., Can. Central G.T.P. and A. & G.W.
DISTRIBUTION—STORAGE—CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

When writing to Advertisers kindly mention this paper.

JOHNSON LIEBER MERCANTILE COMPANY of Canada, Ltd.
Brokers and Manufacturers' Agents
Established thirty years, maintaining offices in principal cities of Pacific northwest.
Our organization offers manufacturers every facility necessary to successful marketing of their product.
Calling upon Grocers, Confectioners, Hardware, Stationers and Ship Chandlery.
850 Hastings St. West, VANCOUVER, B.C.



EVERY MORSEL EDIBLE AND DELICIOUS

To Protect our enviable reputation, and our customers against disappointment, we must announce

ALBATROSS PILCHARDS

are never sold un-labelled, nor under any other brand than ALBATROSS.

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec:—Alfred Powis & Son, Hamilton, Ontario
Manitoba and Saskatchewan:—H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia:—Mason & Hickey
J. L. Beckwith, Victoria, B. C.

Wallace Herrings are Supreme in Quality



and enjoy a steady, well-earned demand

WALLACE FISHERIES
LIMITED
Vancouver

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
Groceries and Chemicals
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
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Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
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We work The Retail Trade

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
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Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
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Grocery Brokers and Manufacturers' Agents
WINNIPEG : CALGARY : VANCOUVER

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Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your servcie every moment of the day when you enlist our services.

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H.P. PENNOCK & CO., LTD.

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We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
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and
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Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
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CLIMAX PAPER BALER



earns money for you every day—Turns waste into profit. 12 sizes.

Send for Catalog

Climax Baler Co.
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We now Book orders for Xmas Clear Toys. Packed in wooden boxes 10 lbs. each.

S. & M.

The Cream of all Chocolates.

Write us for Prices and Discounts.

Sole Canadian Distributors:

Dominion Confectioners Limited
229 Notre Dame West, Montreal

Our Agents:

Samuels, Carney & Dickie Ltd. Halifax, N.S.
Chadwick & Co. Toronto, Ont.
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Service **Reliability** **Integrity**

This is the secret of our success in marketing goods in the West. We have founded our business on these three corner-stones: Service, Reliability, Integrity.

Fourteen Salesmen Covering the West

If your line does not conflict we can give you the same service

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Wholesale Grocery Brokers and Manufacturers' Agents

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Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

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LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
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Branches with Resident Sales Managers at

Regina, Sask. Saskatoon, Sask.
Fort William, Ont.
Calgary, Alta. Edmonton, Alta.



Thompson's Sealed Salted Peanuts

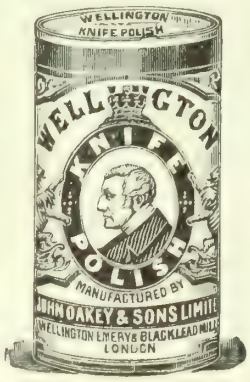
Packed in drum-shaped packages to retail at 5 cents. Forty packages to a carton. 22 cartons to a case.

Order from your jobber To-day

"Nifty Brand" whole blanched Jumbos, in 5 lb. tins, with envelopes. Packed in Canada by

A E. THOMPSON
Box 2015 WINNIPEG

G. B. THOMPSON & CO., *Western Distributers, Winnipeg*



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

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W. G. PATRICK & CO.
LIMITED
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and Importers
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Halifax, N.S.; Winnipeg, Man.

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK & COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
"We cover Ontario with Grocers' Specialties and Confections."

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
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LOGGIE, SONS & CO.
Manufacturers' Agents
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GROCERS, CONFECTIONERS and DRUG SPECIALTIES
SERVICE
LOGGIE, SONS & CO.
SATISFACTION
32 Front St. West
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Manufacturers' Agent and
Grocery Broker
(Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO

NEWTON A. HILL
Grocery Broker and
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56 Front St. E. Toronto

H. C. BRENNAN
Manufacturers' Agent and Grocery Broker.
Representing J. H. Wethey Ltd.
S. F. Lawrason & Co., "Snowflake" Brand Goods.
Galanopoulos & Macris, Patras, Greece.
Kearney Bros., Ltd.
Open to represent other Manufacturers of high class lines.
Booth Bldg. Ottawa, Canada.

John J. O'Donnell Co.
Commission Brokers
Manufacturers' Agents
Representing J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited., Vancouver; Harry Hall & Co., Vancouver, and others. Correspondence solicited.
Heintzman Bldg., Windsor, Ont.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

When Writing to Advertisers Kindly Mention this Paper.

Advertising in Canadian Grocer is economical, because the advertiser reaches only a class of business men directly interested in his product.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

PEAS WANTED

Good boiling peas, either carloads or less. Send samples advising quantity you have and price wanted.

Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

TELEPHONE MAIN 7143

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GROCERY BROKERS

Importateurs & Exportateurs	Importers & Exporters
Pois et Feves	Peas and Beans
Produits Alimentaires	Food Products

ST. NICHOLAS BUILDING, MONTREAL

ALBERT DUNN

Commission Merchant

QUEBEC, P.Q.

Agencies Wanted

Manufacturers desiring representation in the Maritime Provinces in all lines of Food Products are invited to write us. With headquarters at Amherst, which is the Hub of the Maritime Provinces, distribution can be handled to best advantage.

References furnished.

Traders of Canada, Limited
Maritime Block, Amherst, N.S.

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots

A. H. M. HAY

General Produce & Lumbermen's Supplies

Phone 5311 — 80 ST. PETER ST.
Residence 6383 — QUEBEC

GAETZ & CO.

MANUFACTURERS' AGENTS AND GROCERY BROKERS

640 Barrington Street, Halifax, N.S.

The Smith Brokerage Co., Ltd.

Wholesale Commission Brokers
ST. JOHN, N.B.

If you require distribution in the Maritime Provinces we are open to consider your proposition.

Best References

SMITH BROKERAGE CO., LTD.
St. John, N.B. — 1-4 South Wharf

Greek Black Olives

BIG SHIPMENT JUST ARRIVED

Also RAISINS, SMYRNA SULTANAS and ELEME

Prices very reasonable. Send in your orders at once

Levant American Mercantile Co.
Limited
408 Power Bldg., MONTREAL

GEO. D. LACHAINE

Manufacturers' Agent and Commission Broker

Representing:

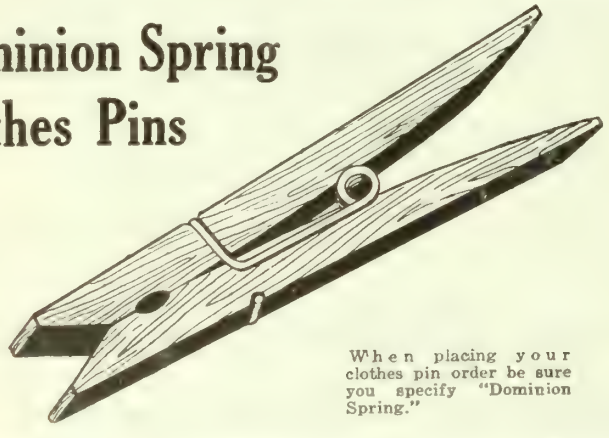
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.

Over 30 years in Business. Best References and Connections

18 Dalhousie Street, QUEBEC

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's Greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.

TRUE ECONOMY

People are getting back to more economical ways. When you hear a customer ask for something "cheaper" it is sometimes a good answer to show something a little *better*. True economy and mere "cheapness" are not the same.

Red Rose Tea is economical because of its extra strength and quality. It makes more tea.



T. H. ESTABROOKS CO., LIMITED

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton

BUYING A PIG IN A POKE

The buying of advertising space used to be buying "a pig in a poke." The quantity and quality of circulation was shrouded in mystery and often the bag was tied against investigation.

That day has passed. The advertiser no longer depends upon "mere claims." The Audit Bureau of Circulations has untied the strings to the sack and the circulation of the better class of publications is thrown open for the most searching scrutiny.

In buying advertising space in Canadian Grocer you are not buying "a pig in a poke." Our A.B.C. statements will stand the analysis of the most exacting investigator.

CANADIAN GROCER

MONTREAL TORONTO WINNIPEG VANCOUVER



Let This Display Card Help in Your Sales

It is a reproduction in natural colors and an excellent medium for advertising necessary household articles.

Be sure and keep your stock complete.

OUR DISPLAY CARD SENT FREE—Charges prepaid.

We wish all our customers in Canada a very Happy and Prosperous New Year.

MAGOR, SON and COMPANY LIMITED

30 Church Street, TORONTO — 191 St. Paul Street West, MONTREAL, QUE.

Flour Breaks the Trail

The food in first importance to civilized people is flour. Sell flour and you have broken the trail for a steady trade in other lines of groceries.

PURITY FLOUR

is the ideal flour for grocers to handle, because it gives such satisfactory results for bread as well as for cakes and pastry. Sell Purity Flour and keep the trail open for increased business.



Western Canada Flour Mills Co., Limited

Head Office: Toronto

Eastern Branches: Goderich, London, Hamilton, North Toronto, Ottawa, Montreal, St. John, N.B.

Western Branches: Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg.

CANADIAN GROCER

VOL. XXXIV TORONTO, DECEMBER 31, 1920 No. 53

Story of Grocery Commodities in 1920

During the First Half of the Year it Was an Advancing Market, With Few Recessions in Evidence the Latter Part of the Summer —Sugar the Only Commodity to Show a Violent Slump—Otherwise Declines Have Been Gradual.

IN reviewing the situation in grocery commodities for the year just closed, the markets during the first part of the year were in a strong condition, with prices steadily rising. It was not until well into the middle of the year that the break came, undoubtedly attributed to the banks tightening credits. With the exception of sugar, at no one time was there a slump, the recessions being gradual, giving merchants an opportunity to ease off stocks without any great loss.

The Story of Sugar

The most interesting feature of the year was sugar. In January refined sugar was quoted at $14.50 per hundredweight Montreal with indications on the surface of a shortage. At that time the Board of Commerce was making a vigorous effort to keep down sugar prices, restricting retailers' profits to one and one-half cents per pound and wholesalers to five per cent.

Raw sugars were in a runaway market, the planters apparently offering small quantities, quite content to sit back, basking in the sunshine of high prices and watching buyers and speculators eagerly bidding for the small shipments and incidentally boosting prices to the highest on record since the American Civil War.

It was about this time too, that the Canadian Government was advising the public to lay in stocks of sugar sufficient to carry them over the preserving season, emphasizing the fact that sugar would be very scarce, and requesting the refiners to stock up on raws. Refined sugar in the United States was then scarce, selling at 7 to 10 cents per pound higher than in Canada. This was tempting Canadian refiners and other holders of sugar to ship to the United States, taking advantage of the exchange and the ready market over the border, but the Board of Commerce started in and prohibited the exporting of sugar from Canada.

Removal of Restrictions

About the latter part of February the refiners were commencing to feel the pinch of the Board of Commerce ruling, restricting their prices to a certain basis, and with the steadily advancing cost of raws made application to the board to be permitted to make an advance in accordance with their cost. This resulted in all restrictions, in so far as prices were concerned, being removed. The removal of price restriction immediately sent the wholesale price of sugar up $2 per hundred, which made quotations at the beginning of March $16.50. From that time on, sugar prices advanced in leaps and bounds until in the month of August it reached the high level of $24. This high figure, however, was not long maintained, due to the fact that the sugar market in the United States commenced to slump. Prices on both raws and refined over the line were receding as fast as they had been climbing at the beginning of the year.

Sales of sugar in Canada direct from the refineries were becoming smaller. Speculators and others were dumping their holdings on the market, all anxious to get from under before the crash came Refiners were not doing any business to any extent, and they at once reduced prices to $21. This did not have the desired effect, so prices were further reduced to $19.50. Refined sugar in the United States had also reached the low level of 11 cents per pound, which could be laid down in Canada at around 14½ cents, a factor that no doubt had something to do with the last two reductions.

Greatest Upheaval in Sugar Trade

Then came the greatest upheaval in the history of the sugar business. Canadian sugar refiners claimed they were due to lose millions of dollars owing to the declining price of raws and the fact that the Government through the Trade Commission advised them to lay in large quantities of raws when the price was at the highest point and then placing an

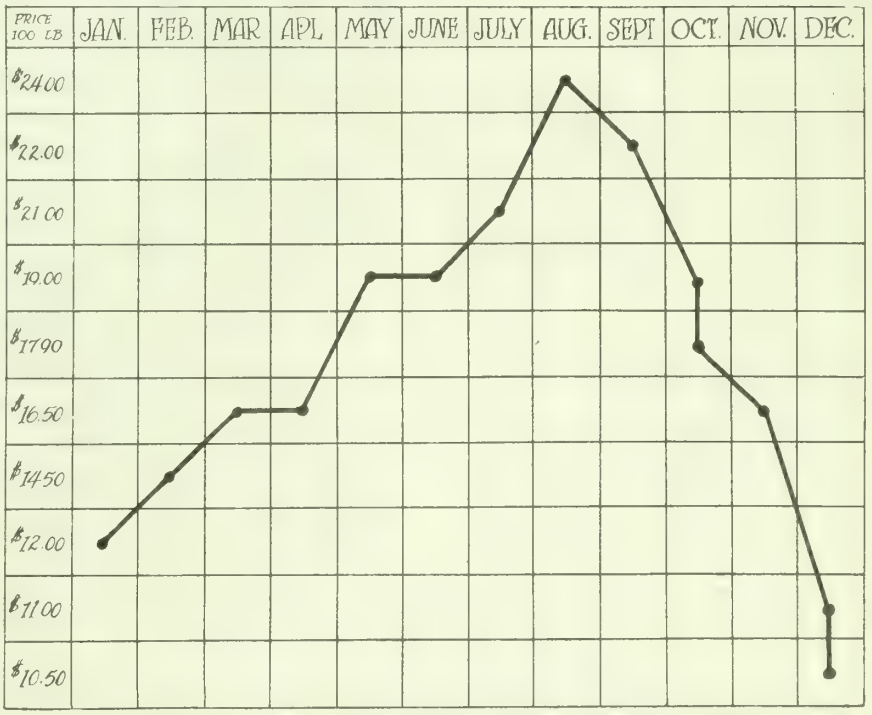


Chart showing price fluctuations on sugar Montreal basis month to month during 1920.

embargo on exports. This left the refiners high and dry with huge stocks of raw sugar bought at high levels when the market commenced to sag. At a conference with the Board of Commerce and the sugar refiners, the board decided to prohibit the importation of American refined sugar and placed the wholesale price of sugar at $18.50 and the retail at 21 cents per pound. This was immediately responded to by vigorous protests from all parts of Canada. Wholesalers, retailers, manufacturers and consumers raised such an uproar that before four days had elapsed the Government stepped in, and over the head of the Board of Commerce rescinded the order.

Any Price They Could Get

From that time, until the middle of December the sugar situation was one of complete demoralization. Depressed sugars were dumped on the market from all corners. Manufacturers, speculators and others who had any surplus sugar were offering it at almost any price they could get. The refineries were forced to close. The Canadian beet sugar appeared on the market, which had the effect of still further reducing prices. This condition existed well into December when the market commenced to stabilize and prices were on an equal basis of $10.50 per hundredweight.

The Market in Canned Goods

The opening 1920 prices on canned goods were almost on a par with 1919. Owing to the fact that few merchants were buying to any extent, prices were reduced in order to speed up sales. This condition existed in practically all lines of canned goods with the exception of sockeye salmon. The pack of sockeye salmon in 1920 was extremely light and it is doubtful whether there will be sufficient to carry until the new pack. The year closed with other varieties of salmon—pinks, cohoes and chums—selling at a lower price.

Owing to the high cost of sugar during the fruit season jams opened at extremely high figures. But like other lines, merchants did not buy, with the result that prices were reduced and there are indications that further reductions will be made to bring them more on an equal basis with the lower cost of sugar.

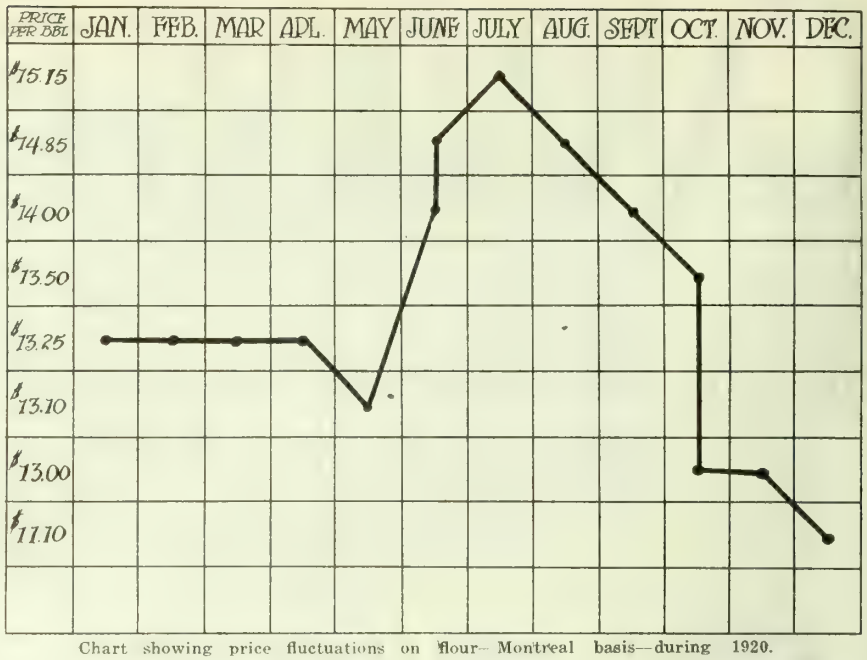


Chart showing price fluctuations on flour—Montreal basis—during 1920.

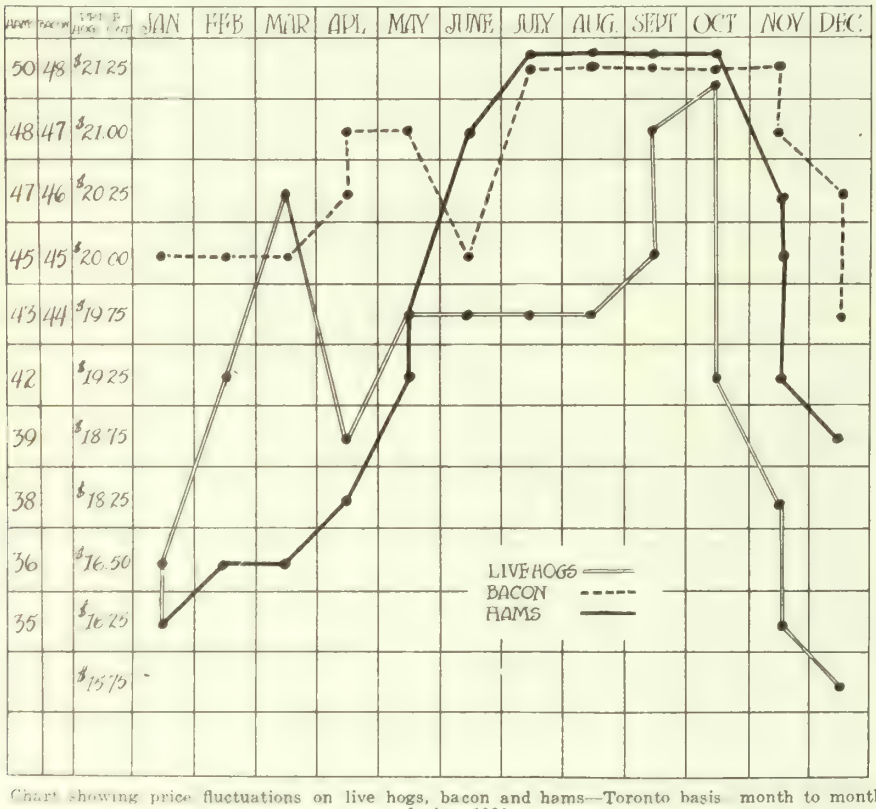


Chart showing price fluctuations on live hogs, bacon and hams—Toronto basis month to month during 1920.

Flour and Cereals Gradually Recede

Flour and cereals continued in a strong situation well up to the time that the crops were harvested and something definite was learned about the size of the grain crops. Flour and cereals then commenced to gradually recede. The highest quotation on Manitoba flour during 1920 was $15.15 per barrel. The year closed with the lowest quotation of $11.10 per barrel.

Lack of Exports Affects Hogs

Hogs and hog products continued in a firm position, with prices steadily advancing until the end of October, when packers commenced to hammer down prices and they succeeded in bringing them to the lowest level of the entire year—$15.75 on the fed and watered basis, Toronto. About the middle of December packers were not receiving sufficient hogs and they were forced to offer higher prices and the month closed with the hog market rather firm and prices slightly higher. The highest price for hogs was in the month of October when they reached $21.25 fed and watered basis. The decline in the price of hogs may be ascribed to the lull in the export bacon trade, due to the continued control of bacon by the British Ministry of Food. The lower cost of grains may have had something to do with it, but when it is taken into consideration that there are fewer hogs in the country than there have been for several years, it is not likely that hogs will reach any lower permanent prices.

Raisins Are Very High

The new crop of California raisins opened at prices about ten cents above 1919 prices. The demand for raisins in the United States for beverage purposes was very large, with the result that raisins were one of the few commodities that continued strong throughout the year. The raisin market closed at the end of the year two cents per pound

higher than the opening prices. Currants, although the new crop opened at prices below last year, continued in a strong position and the tendency is that they will remain so. Prunes are the weak spot in the dried fruit market. Prune prices opened at three cents below 1919 but the year closed with prices three cents below opening and the market weak with indications for further reductions at the turn of the new year.

Teas, coffees, spices and soaps were in a weak market for practically the whole of the latter part of the year, but it was not until the month of November that any declines were registered and then the reductions were small and if any further reductions are made, the declines will no doubt be gradual.

There is a great deal of speculation as to what will be the future prices of general groceries — whether they will be lower in 1921 or whether they will advance. Future prices are hard to predict and are beyond the control of anyone, even the producers. The old law of supply and demand is again coming to the front and will soon assume the reins of power and control. There is a feeling, however, that many lines have reached a stabilized price basis and that the worst has passed and that better times and better prices are on the horizon.

Give Careful Attention to Inventory

Declining Prices at This Time Require the Close Scrutiny of the Grocer in Placing His Inventory Values—Inventory Should Give Grocer Much Valuable Information

IT is the practice with most grocers at the first of the year to take an inventory of their stock, in order to commence the New Year with a complete understanding as to how their business is progressing, and a knowledge as to how successful the past year has been. With conditions as they now are inventory taking time demands considable attention and the valuing of a grocer's stock, in a period of uncertain markets, is of prime importance. "Stock-taking this year will show the grocer just what he has to face in the way of losses, as a result of declining prices," remarked a grocer to a representative of Canadian Grocer the other day. "The only way for the grocer to do in taking stock at this time is to price his stock at replacement value. It is the only method to pursue and the one basis by which the merchant will have an absolutely correct statement of his position, in the face of easing quotations."

Accurate Records

Under prevailing conditions it is more than necessary for the grocer to have accurate records of his business for his own guidance and also to be used as an indication that he knows where he is at if it should become necessary for him to secure accommodation from his bank. It is comparatively easy to make profits on an advancing market, but when price tendencies are toward lower levels it becomes necessary for the merchant to have at his disposal every possible aid in the way of handy and accurate records.

The annual inventory is said by some merchants to be the most profitable job of the year. Such it is if conducted in the right way so as to show only truthful records and the job should be cleaned up as quickly as possible. There are many ways in which the merchant can profit from a survey of his inventory sheet. If it shows an overstock of saleable goods and a lot of stock that is unsaleable it indicates that more care should be exercised in buying. It will also show unsaleable lines in a dull season when there is time to make plans for their disposal. The knowledge of exactly what is in stock and in what quantity should also be a help to the merchant in making increased sales.

In Cases of Declines

The plan of pricing the goods at actual cost at the time of purchase is recommended, unless prices have since declined in which case the replacement price should be used. Future profits will be affected by pricing at more than actual cost and an inventory priced on any other basis will give a profit that has not been earned.

Many methods of stock-taking have been outlined in Canadian Grocer and information given as to how other dealers conduct the inventory. One point is emphasized by all, that is, the necessity of getting at the work early and getting the job over as soon as possible, due regard being paid to accuracy and careful checking. One merchant states that he puts every available man to work putting the stock in order and cleaning up odds and ends. In this shape it does not take long to put down the records on the inventory sheets and there is not as much danger of overlooking some stock. The following plan is suggested by another merchant:

In going over the stock, on boxes from which goods are sold, mark the quantity plainly with a soft, black marking pencil. Seal each box with a gummed label or sticker. As the stock is written on the inventory sheets if the seal of a box is unbroken the quantity will be right, if the seal is broken a recount should be made.

Next year the seal and the black pencil mark of quantity will show the goods have been in stock for a year at least. The suggestion is made that the second year a red pencil be used to indicate quantity on all goods that have the quantity marked with a black pencil. It can then be pointed out to clerks that they should make a special effort to sell the goods bearing the red pencil mark.

The work of marking up the goods on the inventory sheets is done by the majority of merchants in the first few days of the New Year and experience has proved that it is better for every available man to start early and work late for a few days than to have the job around for several weeks. The latter plan adds many difficulties to the job which are avoided by staying with it until it is done. Some merchants find that even with a large stock they can get the records down on paper in a couple or three days.

Invoicing by Location

Invoicing by location is a good plan to follow in such sections as main room, wareroom, basement, etc. When the inventory has been completed all the sheets can be placed in a binder, separating them according to departments by an index sheet for convenience in finding any item quickly. Losses in case of fire can better be adjusted if invoicing is done in this way.

A good plan in checking the stock is that of working in pairs, one calling and the other writing. Each pair should have 25 inventory sheets numbered consecutively from 1 to 25. The next lot of sheets to each pair can be numbered from 25 to 50 and so on. The full name and initial of the persons calling and writing as well as the department calling, writing, department and location should be centered on each page in a space provided. As the sheets are priced, extended and verified, each party should enter his name or initials. This will tend to greater care in making entries.

Unit and price should agree in calling stock. Do not say "dozen" but "twelve." In order that each section of shelving shall not be missed a small slip of paper on which the word "Taken" has been plainly written may be tacked on.

Receipts During Inventory

The question of new goods received during inventory gives some merchants trouble. If the invoice for such goods is dated before January 1st it will be necessary that they be included in the inventory, but such goods should not be

opened unless it is necessary. Entry on inventory sheets can be made from the original invoice.

When the inventory is complete the advantage of having used black and red marking pencils is apparent. The goods marked with the red pencil are more or less unsaleable and will require special attention. Such goods are an asset of questionable value and should be cleared out at bargain prices. The use of the red pencil will indicate whether you are buying slow selling lines in too large quantities. The further suggestion is made that by the use of a sheet of carbon the inventory be taken in duplicate. One set can then be priced at actual cost, the other at cost to replace, thus giving some valuable information to the merchant. In case of the destruction of one sheet another copy will be available, thus giving better protection to this valuable record.

Does Not Take His Annual Inventory at First of Year

E. F. Mason, Peterborough, Ont., Finds That the First of the New Year is the Best Time to "Speed" Up Sales of Special Lines Remaining Over From Christmas

DISCUSSING the subject of inventory taking with E. F. Mason, at Peterborough, Ont., the other day, a Canadian Grocer representative learned that Mr. Mason did not take stock in his business until the first of May of each year. His reasons for delaying this matter much beyond the first of the year will be read with interest. He has been following this custom now for some years and he believes that it is the most satisfactory method.

Cleaning Up Christmas Lines

"One of my reasons for changing the time of year for taking stock is the fact that I think the first two months of the New Year is a splendid opportunity to sell special lines hanging over from the Christmas trade. There is always a certain amount of Christmas stock that is unsold, and my object is to clean it up as quickly as possible. Now while the mere labor of listing goods does not take more time than a day and perhaps an evening, yet the time spent at the beginning of the year in pricing and valuing the stock, is diverting attention to something that is not producing and the same could be very well spent in stimulating sales of goods that will not move quickly without the application of some selling effort. There is always a great deal of entertaining and a good many social functions in the New Year and it offers an opportunity to get rid of these special lines, bought particularly for the Christmas trade and which should be gotten rid of as early as possible in the New Year.

Diverts Selling Effort

"It really takes a month to complete this business of stock-taking, and it usually takes the time of two people to carry it out successfully. Consequently it suits my convenience better to have it done in May rather than in January and in January the selling effort of the salespeople is required to a much greater extent, in order to stimulate business, than it is later in the year."

Mr. Mason has a very good farming trade in Peterborough and it is his policy in the months of January and February to increase business by urging farmers to buy supplies in fairly large quantities, as compared with other periods of the year.

Stocks are Smaller

Another reason in support of stock-taking in May, rather than at the beginning of the New Year, is that stocks are usually lower than at any other period. This facilitates the labor, of course, to a very great extent.

Mr. Mason has a groceteria department in his regular grocery store in Peterborough and has also another groceteria farther down the street from the main store. He is now making preparations for the opening of a third one in another section of the city.

In Mr. Mason's opinion, inventories should only be taken at invoice cost this year, but he thinks that when the time comes for him to take stock, that prices will be more stabilized than they are at present.

DOES NOT THINK COST OF COLLECTING DEBTS IS A HEAVY ONE

Canadian Grocer is in receipt of the following letter from a division court bailiff:

"I was very much interested in reading the various resolutions passed by the Ontario section of Retail Merchants' Association in your issue of recent date.

"The resolution that drew my attention most was the one dealing with the lowering of division court costs in collection of debts.

"For collecting a debt of $10 or under and receiving the claim entering case in the procedure book, issuing the summons, also the copy, serving the defendant with a copy of summons, entering and making bailiff's return, the clerk and bailiff together receive $1.75 exclusive of the bailiff's mileage. If the bailiff drives 8 miles (4 miles each way) he will be allowed 60 cents mileage for the round trip and will likely have to pay $1.50 for livery. No profiteering in this business, is there?"

Competitor Helps Strong Rival at Christmas

The story goes that a Canadian wholesale grocer just before Christmas was short of a particular variety of dried fruit for which he had a demand for a small quantity and could not supply it. So anxious was he to deliver the goods that he made inquiries all over the city for the particular Christmas article in question. Only one other wholesale grocer had any supply. It so happened that these two firms were not on friendly terms—had not been for many years. And yet the former was exceedingly anxious to secure a supply of that article.

Mentioning the fact to a member of the trade who knew both parties, the mutual friend agreed to call upon the other wholesaler and see what could be done. The first man was convinced that in view of previous relations between himself and his competitor there would be no chance whatever in getting the goods.

"I understand you have a supply of ———," said the friend to the other wholesaler.

The reply was in the affirmative.

"Could I get three cases of them for ——. They want them badly?" Then he added quickly: "Perhaps I shouldn't have made my request so abrupt—perhaps I have put my foot into it, knowing the situation as I do?"

The wholesaler leaned back in his chair in characteristic fashion and the answer came spontaneously: "Of course I will let him have three cases."

This is a true story told to Canadian Grocer. It demonstrates the true Christmas spirit.

A Study of Enviroment is Advisable

Aim to Know Your Surroundings and as Much About the District In Which You Do Business as Possible—How One Grocer Has Made a Success by Watching the Changes in His District, and Conforming to Them,

By Henry Johnson, Jr.

THIS is a story of one of the most thoughtful, analytical and skillful grocers on this continent. I expect to tell it with the minimum of comment because the moral of the tale is right before anybody to see. Let me say in passing that this man never has complained about "unfair competition" except such as is based on advantages enjoyed by some before the law which are not open to all. And he is always ready to give his best aid and counsel to any other grocer without price.

He sells upward of $175,000 worth of groceries and meats in a store twenty-two by seventy-five feet, twenty feet of which is cut off into a rear storeroom. The general aspect of the store is uninviting; it is in one of the poorest neighborhoods of his city. The surroundings are unkempt, dreary, dirty. But the store windows and its interior are attractive and busy. He tells of his experience this way:

"When I started here, in 1895, this was the middle of the highest class district. All around me were fine homes with wide-spreading lawns and the luxurious living of a quarter century ago. I had such trade as big financial men, corporation lawyers, bankers—you know the kind of people and their way of good living. They demanded quality plus, service plus, and I gave them both. Payments were slow and bills were big; but they were all good and prices were long. So my business prospered.

"But there came a time when I could not shut my eyes to the fact that the neighborhood was changing character for the worse. I saw the significance of this fact in time to adjust my business to the altered conditions before all my fine trade was gone."

Met Conditions and Coped With Them

"I saw that I must begin to bid for the middle class, the transient and the poorer class customer—they must be the source of my bread and butter in the future. Immediately I began to pay special attention to my windows. I reasoned that whereas my old customers had seldom seen my store, my new trade would see it daily. That was both warning and opportunity to me; for it meant that I must make it more attractive to keep the new trade and making it more attractive was my opportunity to build on the new foundation. What I have are not much in the way of windows, as you can see, but I made them count for all they were worth. They were made into silent salesmen, offering the best I had in the most enticing ways I could devise, and I made a systematic study of the science of window dressing, reading every hint or suggestion that came to my eye.

"Next, gradually, not radically, I began to lower my prices. I went about this carefully, so as to be in line with equal intrinsic values elsewhere—not to ape the cheap johns, not to give any impression that I had become a cutter, but to get on to the basis of lessened service, lessened expense and hence the logically lessened prices to correspond.

"Next I took to hand bills, since in my location and limited range of influence I of course could not use newspapers. But I kept up the displays, inside and outside. Best of all, I never for a minute lowered my quality. I reasoned that the poor and middle class consumer wanted value just as much as the rich. I reasoned that if they found they could get reliable goods from me at right prices, they would stay with me. Results show that I was right."

Not Hankering to Change Location

"That is the way I met changed conditions. You need not ask me whether surroundings are of the poorest. You can see they are at a glance. Yet my business is now more profitable than it was in the old days of 1895 when I seemed to have everything my own way and to change looked rather discouraging. But a man who kicks against the pricks of inevitable change only wounds himself and misses opportunity.

"Do I expect ever to change to a better neighborhood? Not on your life! Why should I do that? I am prosperous where I am, and for what is a man in business except to prosper? From the other angle, I have served and am serving my community. I am rendering service that is not only acceptable but probably of better quality, higher character, than any other man would be apt to give these people. I live among them during the working day. We are friends of long standing, mutually helpful and happy in our mutual understanding. Why then make any change? I neither own the store building nor any other property in this vicinity.

"You saw where I live—in a rented apartment, but removed far enough from this neighborhood not to be a part of it after business hours. I have some property in what I regard as a much more promising district than this one. After a few years more my sons will be of an age when they will know what they want to do. If they elect to continue in the grocery business, I expect to be quite young enough to play with them until they are amply able to paddle their own canoe. If they feel that groceries are not for them, I shall be sufficiently provided with worldly goods to be able to take things easy, and so foot loose that I can drop out of business practically any time I want to let go.

"What more should I care for? Have I not done my share, and should I not feel satisfied?"

I might tell you who this man is, but I won't. His story is there for you to use as you can. I might also comment a lot, but neither will I do that. For the man who has eyes to see and ears to hear, there is a world of suggestion in it. For him who having eyes seeth not, and having ears heareth not, I could do nothing by writing more at length. It is up to my readers. Selah!

Effective Organization and the Shoe Men

When the fair-price boards were functioning freely, during the war and in some cases since then, some trades got a fair deal and some did not. Let me say that I use the word fair carefully. I do not mean to say that in cases where the trade did not get adequate margins, any officials discriminated. No: where disadvantage accrued, I think it lay with unorganized or ineffectively organized trades. I believe that officials mostly wish to do what is about right, but they are ignorant of trade conditions, and where nobody is at hand to help them with better information, inevitably they go wrong.

The shoe men were well organized. Consequently they got the following ruling on margins: They were permitted to charge 30 per cent on low grade shoes; 33 1-3 per cent. on medium grades; 37 to 40 per cent. on high grades. This meant, say, that shoes which cost, laid in, four dollars, could be priced at $5.71 plus, which meant $5.75; what cost $8 could be sold for $12; shoes which cost $10 could be marked $16 and those which cost $12 could be priced at $20, without violating any regulations, legal or otherwise.

These things show some of the value of organization. But the man with no imagination says: "O, yes; but we are not going to have another war right away!" Maybe not. We all hope not. The point is that before the war the same man could see "no benefit" to be derived from belonging to his own organization. "I get nothing out of it," was what he invariably said.

The right idea is to know, from experiences in the past, that the unexpected

Continued on page 25

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MEMBER OF THE ASSOCIATED BUSINESS PAPERS

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GET ACCOUNTS OUT EARLY

WITH the closing of the old year, and the commencement of another, every merchant is faced with a certain number of uncollected debts. In order that he might start the New Year with a clean sheet, he is anxious that all past obligations should be settled. At this time, in a period of unemployment to some extent and unsettled conditions, the grocer is well advised to watch his credit accounts and to see to it that he is not unnecessarily imposed upon.

What seems to be a wise policy in the way of getting after outstanding accounts is that practised by a grocer carrying on a large business. At inventory time, when he is valuing his stock on hand, he also follows the custom of sending out his unpaid accounts, enclosing a note to each and every one asking for immediate settlement in order that the books may be properly closed for the past year. Whether the account is for twenty-five cents or fifty dollars, this grocer adheres strictly to his policy. The first time he did it, he declares, a great deal of indignation was expressed by a number of good customers, but when the explanation was made that it was done in order to make the returns for the year just closed as complete as possible, the people took more kindly to it, and now it is the usual thing to do at the beginning of the year.

The grocer or general merchant cannot exercise too much care or too much diligence in the collection of outstanding accounts. In the coming year his best endeavor should be to sell as much for cash as is possible.

IMPORTANCE OF STOCK-TAKING

THE importance of merchants making a careful inventory of stock on hand at the end of 1920 cannot be over-estimated in view of the prevailing conditions. On an advancing market it is comparatively easy to take profits and the dangers of neglecting records are minimized. But conditions have changed and price declines are the order of the day. In the case of most grocery commodities, the decline has been gradual, but the condition calls for more attention to records and the cleaning up of stock so that the merchant will know exactly where he stands, just what lines are selling best and what are the slow movers, in what quantity orders for various lines should be placed. In a declining market the stock on hand should be inventoried at actual cost price, or if it has declined the replacement cost should be noted. Some merchants adopt a column for depreciation in values.

EDITORIAL BRIEFS

E. M. TROWERN, Dominion secretary of the Retail Merchants' Association of Canada, looks for a recovery of active trade conditions in 1921. He believes the retail trade can look forward to good business, and he thinks the Government's tax experimenting had much to do with unsettling business. Altogether the retailers' secretary is very optimistic.

* * *

The general belief is that business should be picking up again before long. It will be, at most, but a matter of months—so they say—until the smashing of war-time prices will have been completed sufficiently to usher in normal times.

* * *

The latest business forecast by the United States Chamber of Commerce says that merchandise stocks will, by January 1, be smaller than for years, making a new buying movement probable. Everything seems to be heading in the right direction.

* * *

It is admitted that the present business slump is not basically serious. It is only that inflation is being squeezed from prices. When the downward movement is completed and buyers are sure that bottom has been reached things will certainly go ahead.

* * *

Now that business has to be gone after it will pay every merchant to go carefully through every issue of his trade journals. No one man, no matter how clever he may be, knows everything. He can always learn from what others have to say.

* * *

Everything looks good for 1921. The outlook is better, at any rate, than it was a year ago. This reminds one of Pat's preference for a train wreck to a shipwreck, because in the former "Ye know where yez are, but in a shipwreck—where are yez?" Last year at this time no one knew what the turn of the tide would bring.

Will Export Food Products in Large Quantities

1921 Will See England Greatly Increasing Her Exports, States Harold F. Ritchie, Who Has Just Returned From a Business Trip Abroad—Buyers Holding Off—England Will Again Start to Ship Rice—Export of Confectionery is Expected to be Heavy

DISCUSSING conditions in the Old Land, Harold F. Ritchie, of Harold F. Ritchie & Co., Ltd., manufacturers and commission agents, who has just returned from a business trip abroad, in an interview with Canadian Grocer, spoke as follows:

"So far as conditions are concerned in the United Kingdom, needless to say Ireland is in a very demoralized condition. Scotland, as might be expected, is coming back to its normal self, but not in a fast way. England is under a great handicap. Labor conditions in England are very serious. Many men who went to the war practically refused to go back to their old positions. Labor is making unreasonable demands. Notwithstanding the fact that prices of many commodities have dropped—in fact, many necessities have come down in price—labor still demands abnormal pay. One of the outstanding features of the markets in England seems to be the great decline in the price of shoes.

Clothing Very Cheap

"Clothing seems to be very cheap. The large stores are offering great discounts. Sales are being put on in practically all lines. However, these sales are not bringing the people into the stores. It was most remarkable to walk into one of the large departmental stores and find that in many of the departments the salesgirls were standing around without customers, and this within two weeks of Christmas. The same applied to many of the stores in Regent street, Oxford street and Knightsbridge. In fact, all over London, there was a continued complaint about the shortage of customers. The same applied in Liverpool, Manchester and Birmingham, but everyone was looking foward to a quick comeback after the first of the year. There is not a question but that the English buying public have been holding off, as they have been doing in Canada, but they are bound to start to buy in the very near future. The one outstanding feature of it all was that merchants, while they were ready to discuss conditions, were not complaining, and everyone seemed to have a cheerful view of the future.

Money Brings High Rates

"Money is bringing very high rates of interest. From the banks there are great stock issues, holding out attractive rates of interest. Many of the large combines are offering to pay abnormal rates on preferred stock. The general opinion of the bankers and the more well-informed financial men was that these rates could not last.

"Fortunately the coal miners are giving better production. This will have a desired effect. The fact that England has got hold of the oil situation, and that so many boats flying the British flag are going to burn oil, has caused the miners to think. Without a doubt, 1921 will see England in a much more settled condition, and bidding harder for the world's markets.

Sugar Will Go Lower

"It was very interesting to ask many of the large dealers their view on the sugar market. The general opinion seemed to be that sugar would go very much lower.

"Other commodities, such as canned goods, seemed to be a glut in the market. There was a great deal of dried fruit offered which met a ready market.

Confectionery Trade Demoralized

"The confectionery trade is in a demoralized condition. Foreign sellers are entirely shut out of the market and 1921 will see England exporting large quantities of confectionery. In fact, they will be exporting food products in great quantities. Fof the first time since 1914, England will again start to ship rice. Green coffee will be sold at auction. The tea market for many of the well-known pickings is bound again to locate itself in Mincing Lane. In fact, anything that the Englishman ever had anything to do with, is going to feel the benefit of his getting back into the market. It is true that for a time, it looked as if the money market of the world was going to be transferred to the lower end of Manhattan Island, but a trip to London will again prove that the Englishman has a large piece of hemp tied with a square knot around the top of the bag. London again is very much the centre of the financial world, and this is somewhat of a satisfaction to our English friends. It is true that the American dollar and the Canadian dollar are worth a little more, but there only seems to be these two countries where their money is worth more than the pound sterling, so this would naturally leave a little more than 51% in favor of the Englishman, and as he has always been a close trader, and has never looked for much more than this margin, he is still to be reckoned with.

"English automobile manufacturers are going to play a very large part in the automobile world. English trucks can be purchased to great advantage today. In fact, all articles into which steel or iron products enter are going to be produced in England as never before.

Ship-Building Very Expensive

"Shipbuilding is still very expensive. It is an odd fact that a Canadian company paid for the re-conditioning of two ships more than twice the original cost of the ships, but it is also known that ocean carriers are getting abnormal prices, not only for passenger traffic but for freight, so if the earnings are double, the high price is not so bad; but the price of shipbuilding has come down. I had the pleasure of discussing with several very large builders the subject of future prices for ships. It will be some time before prices get back to normal. There is one thing that our English friends may do that will not be too helpful, and that is placing embargoes on many lines coming into the country. One of the interesting bills before the House of Lords at the present time is the question of allowing dyes of any kind to enter the United Kingdom. It is to be hoped that they will not shut out colonial manufacturers. Dyes are only one of the many things which are under fire."

A STUDY OF ENVIRONMENT

Continued from page 23

turns up all the time to worry us. If we are organized, we are prepared to meet unexpected contingencies. If not, we are helpless. Therefore, the wise, enlightened, far-seeing merchants seek to hold together in strong organizations and the trade that is blessed with the largest proportion of that kind of merchant is the one in which strong organizations are found. When unforeseen conditions arise, they know just what to do, and, like the shoe men, get what they should get—and it pays!

I confess that I like to take lessons from the chains, because invariably they show that success there is due to hard work, intelligently directed, and that there is no royal road for those folks. The way is the same as lies before all of us if we only have the will and courage to climb it—for it is steep, no doubt of that!

I saw this man first in 1915 when he had sixty stores. His expense then was 14 per cent., and he thought he was doing well. Somebody gave him a severe jolt by telling him that a business of his

Continued on page 28

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

Eugene Colt has bought out the interest of Mr. McIntosh, of McIntosh and Rand, general merchants, Ayers Cliff, Que.

Mr. Shortt, of the Acadia Sugar Refineries Company, Limited, Montreal, is on a visit to his home in Halifax for the Christmas holidays.

ONTARIO

Hardacre & Cairns have commenced a grocery store in Weston.

Donnell & Perry have commenced a grocery business at Queen and Herbert Streets, Toronto.

The Canada Barrels and Kegs, Limited, are successors to the Charles Mueller Company, Ltd., Waterloo, Ont.

Kennedy Bros. have purchased the business until recently owned by W. Caffler, at 978 Queen St. East, Toronto.

D. S. Horan, Canadian manager, Chr. Hansen's Laboratories, Toronto, is on a business visit to head office at Little Falls, N.Y.

George O. Werter, retail grocer at Simcoe, Ont., passed away last week after a lengthy illness. He was secretary of the Retail Merchants' Association of Simcoe, Ont.

W. H. Aston, manager Reckitts (Oversea) Limited, Toronto, left on Monday on a short business trip to the Old Country where he will visit the head office. He was accompanied by Mrs. Aston.

John Riggs, proprietor of a general store at Listowel, Ont., passed away last week in his eighty-first year. He had been in business in Listowel since 1877. He is survived by his wife, three sons and two daughters.

George M. Duck has been appointed general manager of the Canadian Salt Co., to succeeed the late E. G. Henderson. Mr. Duck has been connected with the company for the past twenty years in various capacities, and was closely associated with Mr. Henderson in the management of the concern.

INFRINGEMENT SUIT WON BY SHERER-GILLETT COMPANY

The Sherer-Gillett Company, Chicago, Ill. and Guelph, Canada, manufacturers of Sherer counters, recently brought suit for infringement of their patent rights in the United States District Court, Eastern District of Missouri, Eastern Division, against Harry L. Hussman Refrigerator & Supply Company and won their case. The plaintiff company recovered from the defendant the costs of the action.

Congratulations are being extended to Wm. Bothwell of H. P. Eckardt & Co., Toronto, on the occasion of his marriage to Miss A. Campbell, 231 Annette Street, Toronto, on Wednesday, December 29th. Mr. Bothwell is sales manager of the company, and his associates on this occasion presented him with two library chairs and a table. Mr. and Mrs. Bothwell are spending their honeymoon in Michigan. Mr. Bothwell was overseas two years.

W. G. PATRICK & CO., LTD., IN CONVENTION

TORONTO, Dec. 29.—The annual sales convention of W. G. Patrick & Co., Ltd., commenced on Wednesday morning and will last for the balance of the week. Representatives from Halifax, Montreal, Winnipeg, and Toronto, are in attendance.

MASKED ROBBERS ARE SCARED AWAY BY YOUNG SALESMAN

Hamilton, Dec.—An unsuccessful attempt to rob the branch store of the Sterling Meat Company, at 194 Locke Street, south, was made the other evening by masked bandits. James McManus, clerk, ran out in search of an officer, frightening them away. McManus was alone in the store when he heard a noise at the rear entrance. Investigating, he was jumped upon by two masked men, one of whom covered him with a revolver and ordered him to throw up his hands. Instead of complying, McManus ran out the front entrance and telephoned for the police. Constable Roughead responded, but the bandits had disappeared. The cash register contained $700, which was untouched, but in their flight the gunmen overturned a show case, damaging it to the extent of about $100.

Wholesale Grocery Is Damaged in Montreal Fire

MONTREAL, Dec. 28 (Special).—A fire which was estimated to have caused damage to the extent of $105,000 at 29 and 31 William Street, Montreal, destroyed part of the building owned by Laporte, Martin, Ltd., wholesale grocers, in this city, on Monday, Dec. 27. The building comprises three storeys, the first floor of which is on the corner of St. Henry and William Streets and is occupied by Jones, Grant and Lunham, provision merchants, with an entrance at 31 William Street. The second floor of the building is occupied by a footwear manufacturer and the third floor by the Whyte Packing Company, Limited. The top and second floors of the building suffered heavily by fire while the first floor was damaged by water. The main building of the Laporte Martin Company, Limited, is situated at 584 St. Paul Street West, immediately in the rear of the building damaged on William Street, and was not damaged.

On St. Henry Street the new building being erected by Laporte, Martin Co., Ltd., was threatened by the flames, but the firemen managed to save it and confine the flames to the one building. On the east side of the William Street building are three floors occupied by Laporte, Martin, but only the top floor here was slightly damaged by fire, while the other two floors suffered from the water that was poured into the building. As the building was leased to other occupants by Laporte, Martin Co., Ltd., their grocery stock suffered very slight damages.

The Whyte Packing Co. suffered less than any of the other occupants of the building, owing to the fact that the top floor on the west side of the building was only used for a store house for empties. R. Gray, the manager of this firm, estimated their losses at about $2,000, partly covered by insurance. This fire required the attention of three divisions of the Montreal Fire Department and lasted for nearly five hours.

CALENDARS FOR 1921

Connors Bros., Black's Harbor, N.B., have a reputation for issuing attractive calendars from year to year. This year's calendar is not only attractive but historic. The illustration portrays the "Peace Conference" at Versailles, France, in all the brilliant colors that were used in decorating the historic room. The calendar is accompanied by a key chart with numbers and outlines of the various figures so that the prominent men in attendance can be identified.

The calendar itself is printed with black letters on white paper so that the numbers are readily seen.

Are Installing Machines For The Manufacture of Cigars

John McNee and Sons, Cigar Manufacturers, London, Ont., Are Making a Radical Change in Their Factory—Will Reduce the Number of Employees

LONDON, ONT., Dec. 28 (Special).—As quickly as the machines can be installed, John McNee & Sons, cigar manufacturers, plan to put cigar making machines in operation in its big factory here. This will mean a material reduction in the number of employees it is expected, but a heavy reduction in production costs. It was stated to Canadian Grocer that the new machines will be working by February 1. This move is one of the most radical that has been made in the cigar trade in London in many years, and is being watched with the keenest interest by a score of other manufacturers who may be forced to follow. The McNee firm is one of the largest in the Dominion and it is stated that it is putting in the new machines only after the most careful investigation.

London still maintains its position as the second city in the Dominion for cigar production. The output for the latest fiscal year shows that no less than 35,460,915 cigars were turned out in local factories. This record was surpassed only by Montreal. Local manufacturers stated to Canadian Grocer that the holiday business has been exceptionally good, especially in the West. They are looking for a larger business than ever in 1921 as a result of prices being steady. While there will be no more cheap smokes they say, they are looking for increased business because raw materials can now be obtained at stabilized quotations and in turn prices to retailers are no longer going up and down. This they say, was bad for trade as no merchants would buy in any quantity.

Programme of Eastern Ontario R.M.A. Convention

FINAL plans for the annual gathering of the Eastern Ontario and Ottawa District Association of the Retail Merchants Association provide for a two day convention in Brockville on January 11th and 12th instead of three days as originally planned. A preliminary program has been secured by Canadian Grocer from the secretary of the Association and some of its features are outlined herewith. On the opening day delegates will be registered in the morning and the first business session will begin in the afternoon. The Mayor of Brockville and R. Craig, President of the Brockville Branch, will welcome the delegates. Response will be made by President B. W. Ziemann, of the Ontario Board; E. M. Trowern, Secretary of the Dominion Board and others. The address of the District President, Harry Watters of Ottawa, Secretary's report and appointment of committees will also be on the afternoon of the 11th.

The annual banquet will be held on Tuesday evening when the principal speakers will be Sir Henry Drayton, Minister of Finance, and Hon. R. W. Wigmore, Minister of Customs and Inland Revenue, and other prominent merchants and officers of the association.

The second day of the convention will be devoted largely to the consideration of resolutions on the following subjects: express rates, association aims, sales by weight, daylight saving, manufacturers and wholesalers selling direct to our customers, collection of small debts, trading stamps, Workmen's Compensation Act, credit reporting, discrimination in price, re false advertising, re business tax, re welfare fund. Additional resolutions will be presented, making a total in all of about twenty-five.

Treasurer's and auditor's reports and other business will be taken up on the second day and the session will be concluded in the afternoon.

E. S. Beaman, representing the American Peanut Corporation, of Norfolk, Virginia, was a business visitor in Winnipeg last week and renewed acquaintances with their western representatives, The Donald H. Bain Co., Winnipeg.

Foreign Enquiries for Canadian Foodstuffs

Manufacturers desiring names of foreign buyers as referred to below can secure them by writing Canadian Grocer, University Ave., Toronto, and giving number of enquiry.

2542. **Wheat.**—A company in London, who are selling wheat regularly in Poland, Germany, and the Baltic Provinces, wish to effect a connection with a responsible Canadian shipper of grain.

2543. **Foodstuffs, canned goods, etc.**—A London firm wish to effect connections with Canadian producers of the following lines for shipment to the United Kingdom and Europe, and would be glad to receive quotations c.i.f. United Kingdom and continental ports, and full range of samples from packers interested: flour, macaroni, corn starch, condensed and evaporated milk, and all kinds of canned goods, especially fruits in syrups; also evaporated apples and other fruits, and lard.

2544. **Canned fruits and vegetables.**—A Nottingham firm are open to purchase canned fruits of all kinds and tomatoes.

2545. **Preserved fruit.**—A Nottingham firm are always open to consider offers of preserved fruits of all kinds.

2547. **Agency in Trinidad.**—A commercial house in Trinidad, B.W.I., desire to secure the agency in Trinidad for a large manufacturer of flour, oatmeal, and cornmeal; also interested in oilmeal, codfish, sardines, wrapping paper, and Portland cement.

2548. **Meats; canned fruits, vegetables, and fish.**—A well established firm of commission agents in Port of Spain, Trinidad, having branch offices in Georgetown, Demerara, and British Guiana, and with travellers visiting Barbados, the Windward and Leeward islands, and Dutch Guiana, would like to make arrangements to represent a Canadian packing house supplying meats and also with Canadian companies in a position to supply canned fruits and vegetables, canned fish, etc. This firm already represents two important Canadian manufacturing companies and a well-known British manufacturing company, but would be glad to take on other agencies.

2549. **Grain, seeds, and Foodstuffs.**—An important firm in Antwerp, Belgium, having connections in Belgium, Holland, and France, wish to make arrangements with Canadian firms exporting grain, seeds, and foodstuffs.

2550. **Food products.**—An importer in Bordeaux, France, desires to obtain the agency for Canadian firms in all lines of food products.

2582. **Confectionery, canned goods, etc.**—An importer and general agent in Belfast wishes to secure the agency of Canadian manufacturers of confectionery, chocolate, and sugar; and packers of canned fruit, canned salmon, etc.

2583. **Foodstuffs, canned goods, etc.**—A London firm wish to effect connections with Canadian producers of the following lines for shipment to the United Kingdom and Europe, and would be glad to receive quotations c.i.f. United Kingdom and continental ports, and full range of samples from packers interested: flour, macaroni, corn starch, condensed and evaporated milk, and all kinds of canned goods, especially fruits in syrups; also evaporated apples and other fruits and lard.

2584. **Potato starch.**—A Manchester firm are open to import potato starch, packed in bags containing 140 pounds. Prices must be c.i.f. Manchester.

2585. **Maize starch.**—A Manchester firm are in a position to import large quantities of pearl and powder maize starch. Prices should be c.i.f. Manchester, and the starch should be packed in bags containing 140 pounds.

2586. **Alimentary products.**—A Belgium firm desire offers of lard, beef fat, cornbeef, in 100-ton lots, stating specifications and best terms.

2587. **Dried codfish.**—A Liverpool firm ask to be placed in touch with exporters of the above.

2588. **Canned salmon.**—A Liverpool firm are in the market for 10,000 cases of canned salmon, red cohoe and pinks.

NEWS FROM WESTERN CANADA

WESTERN

Muchowski and Cotton, Regina, Sask., have disposed of their business.

E. E. McLaren has sold out his grocery store at Melfort, Saskatchewan.

Young's Grocery at Drumheller, Alberta, recently suffered a loss by fire.

A. Hartwell is commencing in the grocery business at Winnipeg, Manitoba.

Nick Sardone is discontinuing his grocery business at Vancouver, B. C.

Barclay & Snow have commenced in the grocery business at Calgary, Alberta.

Hugh Waugh is commencing in the grocery business at Swift Current, Sask.

Yoshida & Co., have succeeded T. Ozaki in the grocery business at Vancouver, B. C.

Mrs. J. D. McGregor has succeeded Mrs. E. F. Bailey in the grocery business at Victoria, B. C.

A. B. Zailig has succeeded P. R. McLachlan in the grocery business at Winnipeg, Manitoba.

Jawinski Bros. have succeeded M. Feinstein in grocery business at Winnipeg, Manitoba.

D. McGregor has been succeeded by G. A. Smith in the grocery business at Vancouver, B.C.

J. Freeman has been succeeded by A. Vanilar in the grocery business at Winnipeg, Manitoba.

Robert Fisher has succeeded A. Jackson in the grocery business at Winnipeg, Manitoba.

The Polson Avenue Market has commenced in the grocery business at Winnipeg, Manitoba.

Cecil Clifford, from Creelman, Sask., has bought out the McLaren Grocery, at Melfort, Sask.

The Co-Operative Grocery has succeeded A. R. Thomas in the grocery business at Moose Jaw, Sask.

John Sinikiawiz has admitted J. Schofield as partner in his grocery store at Prince Albert, Sask.

Frank Hancock has been succeeded by A. LaTourelle in the grocery business at Winnipeg, Manitoba.

Claude Chapman has been succeeded by George Emmett in the grocery business at Victoria, B. C.

W. Herrick, who operated a grocery store in St. Vital, Manitoba, has been succeeded by Daniel Pachal.

W. W. Stroyan, of Stroyan Dunwoody Company, Winnipeg, is on an extended business trip through the West and spent Christmas in Vancouver with his family. He reports business in Alberta good.

Proved He Was Being Made a Crook's Victim

Vancouver (Special).—The following story about an interior onion operator is going the rounds:

A farmer-merchant made a practice of taking onions from all his neighbors and shipping them to a prairie market, where an agent would sell them on commission.

A couple of months passed after a big shipment had been made, and the neighbors in answer to their queries were told: "You all pulled your onions too green, and they have sprouted, and are unsaleable. They are lying in a warehouse in ——— waiting for a chance to get what we can out of them."

Most of the neighbors were surprised —one of them was suspicious. Wiring a relative in that prairie point, he instructed him to scout around among the dealers and retailers and buy up all the onions bearing his mark on the sacks, that he could find, up to a half car, paying whatever he had to for them. This the prairie relative did. There was nothing at all the matter with the onions. This shrewd farmer's next move was to sue the crooked merchant, for the full selling price of the entire shipment plus the additional expense he had been put to secure the half ton as evidence. He won.

A STUDY OF ENVIRONMENT

Continued from page 27

character never would be safe until his expense was 10 per cent. or less, for so long as it was more he was holding the umbrella for competition. So he worked on that problem steadily, persistently, until now he runs on a retail expense account of 8 per cent. on the average!

He has accomplished this through getting volume, and the way he gets volume is remarkable. He pays his managers $20 per week and 2 per cent. on sales as a stimulus to work for volume. See what that means. It means that the manager's share, in salary and commission, in itself makes up more than 2 per cent. of the 8 per cent. expense—that all other expenses amount to less than 6 per cent. Result is that managers of his stores — veritable "holes-in-the-wall" — earn $50 to $60 per week each. He says that is the corner stone of his system and success. Other chains pay $25 and 1 per cent. on sales, and if they were to improve that figure, my friend would better it again, for having his men with him, content, happy, vigorously pushing for volume is what enables him to make progress; and last time I saw him, his line was over 150 stores.

You can take this hint. There is nothing mysterious or special about it. It is just the old recipe of increasing volume under the same general overhead that enabled the first, single-store grocer I have sketched to succeed in an unfavorable environment.

Turn Back the Pages of Your Ledger

It is interesting to turn back the pages of the ledger and compare the prices of general groceries a number of years ago with those of the present time. The following list was taken from the page of a retail grocer's ledger under date of December 24, 1896:

1896		Same date, 1920
Dec. 24—13½ lbs. Turkey	$1.35	$ 9.45
—1 Chicken	.30	1.40
—14½ lbs. Ham	1.74	6.53
—1 peck Apples	.10	.60
—1 doz. Oranges	.20	.60
—1 bag Potatoes	.50	2.00
—3 lbs. Soda Biscuits	.23	.65
—1 lb. Cheese	.14	.32
—3 lbs. Grapes	.54	1.50
—3 lbs. Walnuts	.15	1.15
—2 lbs. Layer Raisins	.40	1.00
—2 lbs. Almonds	.30	.70
—1 lb. Brazils	.15	.50
—2 lbs. Layer Figs	.30	1.00
—½ lb. Coffee	.20	.35
—1 lb. Creamery Butter	.14	.60
—1 doz. Eggs	.20	.90
Total	$6.94	$29.25

WEEKLY GROCERY MARKET REPORTS

MONTREAL—With the bigger demand for pork and the smaller offering in hogs, quotations on hogs and dressed pork are slightly higher this week. The Christmas demand for poultry and the big demand which follows at New Year's in the Province of Quebec has caused higher prices to be quoted at the latter part of the week. Eggs are holding firm in price, and as high as $1.10 per dozen is being asked for strictly fresh eggs. There is no change in lard or shortening this week. Smoked, cured and cooked meats are unchanged in price. There is a stronger feeling to the raw sugar market, which is reflected in the market for the refined, and prices are holding firm. There is no change in the molasses market this week. The demand for nuts and dried fruit has very nearly cleaned out supplies locally, particularly of walnuts and sultana raisins. The prune market is in a very weak condition. It is stated that prices on nuts will likely be lower after the New Year, when the new supplies are on the market. There is no improvement to the tea market but slightly lower prices are quoted on coffee this week. One brand of kippered herring is advanced in price as is also the case with a brand of grape juice. Oatmeal is a little cheaper and lower prices are quoted on package yellow cornmeal. The high rate of exchange is reducing the importations of green vegetables and increasing their cost almost to a prohibitive price. Oranges are arriving in good supply but the demand has kept a steady movement of supplies and prices are firm. The market in a wholesale way is rather quiet this week but all the dealers report an excellent business during the Christmas season and in prospect for the New Year.

TORONTO—The outlook for business has a more cheerful aspect and undoubtedly the turn of the year will see consumers again buying more freely than during recent months. Generally speaking, retailers have reduced their stocks to a minimum and are now in a position to buy many lines. The trend of the markets is more stabilized with prices on general grocery commodities down to a figure where quotations in many lines can be expected to become stable. Some lines may show further reductions but the readjustment period is practically past, and what further price changes are manifest will be more in accordance with the law of supply and demand. Refined sugar prices are holding steady under an improved demand. According to estimates furnished by Willett & Grey, the total world's crop of sugar for the season 1920-21 will amount to 17,317,900 tons as against 15,223,905 last year, and 15,854,131 tons two years ago. This is an estimated increase for the current year over last of 2,093,995 tons. These figures include both beet and cane sugars. The total cane sugar crop is estimated at 12,692,900 tons, and the total beet crop at 4,652,000 tons. The Cuban harvest has been somewhat delayed by backward weather, but some of the new crop has arrived at the Cuban shipping ports. The feature in cereals is the wide range in prices. Millers' prices are holding steady but wholesalers vary. The movement in canned vegetables is decidedly improved, and no doubt this will gradually increase as the season advances. The sales to retailers during the fall months have not been large, with the result that they are now in a position to buy. One wholesaler stated that they booked several orders for fifty case lots on Monday last to be delivered the first of the year. Altogether the canned goods situation has a firmer tone, and it looks as though the wide range of prices that has been manifest for some time will soon settle on a uniform basis. Eastern prices continue to rule at high prices, although a slight shading is noted on some kinds. Southern rices have an easy tone. Raisins show a strong undertone with a tendency for higher prices in view of the high rate of exchange which practically means one cent on a pound. Prunes are the weak spot in the dried fruit market, prices are now several cents below the opening. In view of the large crop of prunes and the small demand so far thi sseason it is the opinion that prunes will be lower. A shipment of new shelled walnuts is rolling and are offered at lower prices than present quotations. Shelled almonds are also offered at a lower price for January delivery. One brand of package coffee is showing a slight reduction, but bulk coffees are unchanged. Navel oranges are offered this week at lower prices, but it is expected that prices will be firmer and higher. Potatoes are steady to easy, with prices unchanged. Onions, both Canadian and Spanish, are reduced in price. Honey dealers report that they are buying honey at country points several cents per pound below the fall prices.

WINNIPEG—Retail business has shown an improvement during the past week. There is a general lack of interest being shown by the wholesalers in purchasing American goods, due no doubt to the high rate of exchange. Wholesalers report business very steady and retailers still continue to make purchases in small quantities. Stocks are reported low and business is becoming more stabilized. There have been very few changes in the markets this week. The raw sugar market has shown a firm tone, and refined is sugar steady. Syrups are expected to be easier as well as cereals. The coffee and tea markets remain unchanged. The demand for canned goods is reported fairly good.

QUEBEC MARKETS

MONTREAL, Dec. 29—The sugar market has a steadier feeling this week with the stronger tendency of the raw market. Prices on sugar are unchanged at the quotation of $10.50 per cwt. The molasses market is unchanged. The supply of nuts on the market locally is reported to be very low after the Christmas trade, and it is likely that when this is replenished after the New Year that prices will be a little lower. The high rate of exchange is causing a decline in the importations of green vegetables on account of the high cost. The Christmas demand for oranges caused a big movement of stocks but the receipts are filling the stocks again, and prices are so far unchanged. The exchange situation is stabilizing the prices on oranges. The tea market shows no improvement and some lower quotations are made this week on coffee. Slightly lower quotations are made on oatmeal and package cornmeal is reduced in price. One brand of grape juice is advanced in price this week. The prune market is in a very weak condition with declining prices.

Sugar Prices Seem Steadier

Montreal.

SUGAR.—There is no change in the sugar market this week. The condition of the raw sugar market is improving and with a stronger feeling to the quotations on refined sugar is reported. The ruling price at the present time is $10.50 per cwt. but quotations given are not standard as some of the refiners simply state that they are meeting competition. Some wholesalers have been selling sugar as low as $10 per cwt. to the trade.

No Change in Molasses

Montreal.

MOLASSES.—There is no change in the quotations on molasses this week following the decline in price of one week ago. The market for corn syrup is unchanged and quotations here given hold.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 09
Half barrels, about 350 lbs.	....	0 09¼
Quarter barrels, about 175 lbs.	....	0 09¾
2 gal., 25-lb. pails, each	....	2 85
3 gal., 38½-lb. pails, each	....	4 25
5 gal., 65-lb. pails, each	....	6 85
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	6 60
5-lb. tins, 1 doz. in case, case	....	7 45
10-lb. tins, ½ doz. in case, case	....	7 15
	Prices for	
Barbadoes Molasses—	Island	of Montreal
Puncheons	....	1 15
Barrels	....	1 18
Half barrels	....	1 20
Puncheons, outside city	....	1 10
Fancy Molasses (in tins)		
2-lb. tins, 2 doz. in case, case	....	7 75
3-lb. tins, 2 doz. in case, case	....	10 75
5-lb. tins, 1 doz. in case, case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60

Lower Prices on Coffee

Montreal.

COFFEE. — Further reductions are made this week by dealers in coffee. Some of the brand lines are reduced in price and Maracaibo coffee is reduced to 40 cents per pound.

Rice Market Quiet

Montreal.

RICE.—No change is recorded in the rice market this week. Nothing definite can be said as to the future of rice and quotations given here, although only nominal, give an idea of prices in a general way.

RICE		
Crystals, extra fancy	....	....
Do., fancy	....	....
Rangoon "B"	....	12 50
Rangoon "CC"	....	12 25
Broken rice, fine	....	8 00
Bell rice, fine	....	16 00
Bell broken rice	....	10 00
Texas rice	....	10 50
Siam	....	7 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras	....	0 07
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Kippered Herring Higher

Montreal.

CANNED GOODS.—There is no change in the quotations on canned goods this week among those listed herewith, but one brand of kippered herring is advanced 35 cents per dozen to $3.10 for 1-lb. tins.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	2 15	2 20
Beans, Refugee	2 15	2 20
Corn, 2s	1 57½	1 62½
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 45	1 50
Do., 2½s	1 75	1 80
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 67½	1 77½
Do., gallons, doz.	5 25	5 50
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	....	3 50
2½-lb.	....	....
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	....	5 60
Do., 2-lb.	....	3 70
Greengage Plums, heavy syrup	....	2 90
Pineapples (grated and sliced), 2½-lb.	5 40	4 80
2-lb.	4 60	4 80
1-lb.	....	2 50
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 60
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Tea Market Unchanged

Montreal.

TEA.—There is no change in the tea market here. The trade is quiet this week and there is little or no improvement in conditions on this market.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Spice Market Inactive

Montreal.

SPICES.—The spice market is rather quiet at this holiday season and prices are unchanged.

Allspice	....	0 20
Cassia (pure)	0 32	0 35
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 18
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves (ground)	....	0 65
Cream of tartar (French, pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 31
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 30
Do., white	....	0 40
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 65
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Big Demand for Nuts

Montreal.

NUTS.—The dealers in nuts here state that stocks were cleaned up almost entirely by the demand for the Christmas and New Year trade. Walnut prices

held at the low quotation, but almonds were advanced a little in price and were rather scarce. It is expected that nut prices will be even a little lower after the holiday business is over.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled	0 50	0 60
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 38
Chestnuts (Italian)	....	0 18
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona	0 17	0 19
Peanuts, Jumbo	....	0 15½
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.	0 29	0 30
Do., large, No. 2, polished	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 20
Marbot Walnuts	0 24	0 25
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 50
Do., Bordeaux	....	0 58
Do., Chilean, bags, per lb.	....	0 33
Do., Spanish, shelled	....	0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Lower Prices on Corn Meal

Montreal.

PACKAGE GOODS.—The only change this week in package goods quotations is a reduction made on Quaker yellow corn meal. It is now reduced to $3.40 per case of two dozen.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 38
Corn Flakes, 3-doz. case 3 50 3 65 3 50		4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	5 80
Do., 18s	....	2 12½
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 50
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Do., self-rising, doz.	....	1 60
Wheat Food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	6 40
Do., 20s, case	....	6 50
Self-raising Flour (3-lb. pack.) doz.	....	3 00
Do. (6-lb. pack.), doz.	....	5 90
Corn Starch (prepared)	....	0 11½
Potato flour	....	0 18
Starch (laundry)	....	0 09¾
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Shredded Wheat	....	4 95
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case	....	4 70
Package Cornmeal	....	3 40
Malt Breakfast Food (36 pkgs.)	....	12 60

Oatmeal is Lower

Montreal.

CEREALS.—Slightly lower prices are quoted this week on oatmeal, quotations on which now vary from $4.75 to $4.90 for 98-lb. bag. Rolled oats are unchanged in price in Quebec and quotations are holding firm.

Oatmeal, gran., fine standard	....	4 75
Rolled Oats, 90 lbs.	4 00	4 10
Pearl Hominy	4 50	5 00
Cornmeal, Gold Dust Brand	....	3 90
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley	....	7 25
Beans, Ont.	....	4 25
Do., Can.	....	4 00
Do., California	....	3 75
Lima Beans	....	0 12
Green Peas, dried	....	0 17
Ground Oil Cake, per bag	....	3 00

Prune Market is Weak

Montreal.

DRIED FRUITS. — The market for dried fruits is very quiet this week. The supplies of most lines, particularly sultana raisins, are reported to be very nearly cleaned up on account of the big demand for the Christmas trade. The prune market is in a very weak condition with prices lower and in a very unstable condition.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 16
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	....	0 24
Do., fancy	0 30	0 31
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	8 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 27
Do., 1 Crown	....	0 25
Do., 3 Crown	....	0 28
Do., 4 Crown	....	0 28½
Turkish Sultana, 5 crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16 oz.	0 25	0 27
Cal. seedless, cartons, 12 ounces	0 24	0 25
Do., 16 ounces	....	0 27¼
Currants, loose	....	0 20
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.	....	5 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 15	0 16
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, white (70 7-oz. boxes)	....	5 40
Do., Spanish (cooking) 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)		
20-30s	....	0 28
30-40s	....	0 25
40-50s	....	0 26
50-60s	....	0 20
60-70s	....	0 19
70-80s	....	0 18
80-90s	....	0 17
90-100s	....	0 16½
100-120s	....	0 16

Orange Prices Hold Firm

Montreal.

FRUIT.—There is very little change in the fruit market this week. The Christmas trade has cleaned up supplies of oranges very well and contrary to the supposition the prices are no lower yet, and the high exchange is doing much to keep up the cost. Oranges ought to be cheaper after the first of the year, and while the demand is very good, merchants are declining to pay higher than a certain figure which is having the effect of keeping prices down on this fruit.

Apples—		
Do., Fameuse, per bbl.	8 00	12 00
Do., Wealthy, No. 1, per bbl.	....	7 50
Do., No. 2, per bbl.	....	7 00
Do., Alexander, per bbl.	7 00	7 50
Do., Greening	....	8 00
Do., Baldwin	7 50	8 00
Do., Ben Davis	6 00	6 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Do., California	....	8 00
Lemons, Messina	2 50	4 75
Do., 100s and 150s	....	10 00
Do., 176s and 200s	....	10 00
Cal. Navel Oranges, 126-250s	5 75	8 50
Do., Florida, 150-216s	....	6 50
Porto Rico Oranges, 176, 200, 216	....	4 75
Pears, Keiffers, per hamper	....	3 00
Tokay Grapes, per box	....	5 00
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	9 50
Cranberries, per bbl.	....	16 00

Vegetables are Quiet

Montreal.

VEGETABLES.—The vegetable market is very quiet this week. The very high rate of exchange and the duty on green vegetables coming across the border is keeping down the importations and making prices so high that the sales are small. Cucumbers are sold as high as one dollar apiece. The potato market is unchanged this week.

Brussel Sprouts, per doz.	....	1 00
Beets, per bag	0 75	0 90
Cabbage, Montreal, bbl.	....	1 50
Celery, per crate	5 00	5 50
Chicory, doz.	....	0 50
Carrots, bag	....	1 00
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Boston Lettuce, per doz.	....	1 60
Lettuce, curly	....	1 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	2 00	2 25
Do., sweet, hamper	....	3 50
Pumpkins, per doz.	....	2 00
Spinach, box	....	0 75
Turnips, per bag	0 75	1 00
Montreal Tomatoes, per box	....	2 50
Spanish Onions, per case	5 00	5 50
Yellow Onions, per cwt., bag	....	1 50
Red Onions, per cwt.	....	2 50

Grape Juice is Higher

Montreal.

GRAPE JUICE.—The quotations made on Welch's grape juice have been advanced considerably this week. The half-gallon bottles, 8 to a case, have been advanced from $7 per case to $9. The quart bottles are advanced from $6.25 to $7.65.

Flour Market Holds Firm

Montreal.

FLOUR.—There is no change in the flour market this week. There was no sign of improvement in the local or country demand for supplies of the spring wheat trade and the movement of the whole was small early this week with sales of odd cars of first patents at $11.10. A firm feeling prevails for the market for winter wheat flour on account

ONTARIO MARKETS

TORONTO, Dec. 29—Sugar prices are holding steady with an improved demand. A wide range of prices is noted on rolled oats; some wholesalers have reduced their prices, but millers' quotations are holding fairly steady. Canned goods show an improved enquiry and wholesalers' quotations are becoming more on an equal basis. Rice prices are generally easier, but Eastern rices hold at fairly high prices. Raisins have a tendency to be higher. Prunes are easy under a very small demand. Shipments of shelled walnuts and almonds just arrived are offered at prices lower than present spot stocks. Pecans are holding firm. Navel oranges are offered at a lower price for this week, but the tendency is that prices will be higher at the turn of the New Year. Potatoes are holding steady to easy, but onions are offered at a lower quotation. Dealers report that they are buying honey at country points several cents below the fall prices.

Big Increase in Sugar Crops

Toronto.

SUGAR.—Locally the sugar situation is unchanged. Refiners' representatives and wholesalers report business picking up and that sales have been fairly heavy, which would indicate that second-hand sugars are practically cleaned up. According to estimates published by Willett & Grey, the total world's crop of sugar for the season 1920-21 will amount to 17,317,900 tons as against 15,223,905 last year, and 15,854,131 two years ago. This is an estimated increase for the current year over last of 2,093,995 tons. These figures include both beet and cane sugars. The total cane crop is estimated at 12,692,900 tons and the total beet crop at 4,625,000. The Cuban harvest has been somewhat delayed by backward weather, but some of the new crop is reported as having arrived at Cuban shipping ports.

St. Lawrence, extra granulated, cwt.	10 71
Atlantic, extra granulated	10 71
Acadia Sugar Refinery, extra granulated	10 71
Dom. Sugar Refinery, extra granulated	10 71
Canada Sugar Refinery, granulated	10 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 65c; No. 2, 75c; No. 3, 85c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons 50/2s, 70c. Yellows same as above.

Corn Syrups Steady

Toronto.

SYRUPS.—Corn syrups are ruling steady with indications that prices have reached as low a level as possible for the next few months unless further reductions are made on this year's crop of corn.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 06
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 15
Cases, 5-lb. tins, white, 1 doz. in case	....	6 85
Cases, 10-lb. tins, white, ½ doz. in case	....	6 55
Cases 2-lb. tins, yellow, 2 doz. in case	....	5 55
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 25
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 95
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	1 35
New Orleans, bls., gal.	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz. Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case; Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Rolled Oats a Feature

Toronto.

CEREALS.—The feature of the cereal market is the wide range of prices on rolled oats. In single bag lots, rolled oats are quoted as high as $3.90 per bag and as low as $3.60. The average price from the mills, however, is $3.80 in single bags and $3.65 in quantities. Quotations on other cereals are unchanged.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	7 00
Barley, pot, 98s	....	5 50
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	5 70
Cornmeal, Golden, 98s	....	3 75
Oatmeal, 98s	....	4 90
Corn Flour, 98s	....	5 75
Rye Flours, 98s	....	7 00
Rolled Oats, 90s	3 60	3 80
Rolled Wheat, 100-lb. bbl.	....	7 25
Cracked wheat, bag	....	6 50
Breakfast food, No. 1	....	6 25
Do., No. 2	....	6 25
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	7 25
Blue peas, lb.	....	0 10
Marrowfat green peas	....	0 07
Graham Flour, 98s	....	4 70
Whole wheat flour	....	4 80
Wheat kernels, 98s	....	7 00
Farina, 98s	....	6 20

Package Cereals Hold

Toronto.

PACKAGE CEREALS.—Manufacturers of package cereals still point out that the cost of cartons is the factor in maintaining prices on package cereals. The cost of cartons has eased slightly and there is a tendency for reductions early in the new year which can be expected to reflect on the prices of package goods.

PACKAGE GOODS

Rolled Oats, 20s, round, case	5 60	5 80
Do., 20s, square, case	5 60	5 80
Do., 18s, case	2 00	2 12½
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 11½
Do., No. 2, lb. cartons	....	0 10
Laundry Starch	....	0 09¾
Do., in 1-lb. cartons	....	0 10¼
Do., in 6-lb. wood boxes	....	0 13¾
Do., in 6-lb. tin canisters	....	0 14
Celluloid Starch, case	....	4 70
Potato Flour, case 20 1-lb. pkgs.	....	2 60
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	6 80
Cornmeal, 24s	....	3 70
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	3 70
Buckwheat flour, 24s	....	3 70
Two-minute Oat Food, 24s	....	2 75
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 70
Do., pearl, case	....	3 70
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case.	....	3 65
Do., Pancake Flour, 18 to case.	....	3 65

A Better Outlook for Canned Goods

Toronto.

CANNED GOODS.—The canned goods situation has somewhat improved. The movement from the wholesalers' warehouses is decidedly better and no doubt this will gradually increase as the season advances. The sales to the retailers during the fall months have not been large and the result now is that they are again in a position to buy. Wholesalers state that during the past week less single case lots have been going out than at any time during the season, orders are generally booked for a larger amount. One wholesaler stated that they booked several orders for fifty case lots on Monday to be delivered the first of the year. Altogether the situation has firmer tone and it looks as though the wide range of prices that has been manifest for some time will soon settle on a uniform basis. Jams continue to rule quiet, little enquiry is noted, quotations at the present are unchanged but a reduction is looked for early in the new year.

Salmon—		
Sockeye, 1s, doz.	....	5 80
Sockeye, ½s, doz.	....	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Choe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	....	1 72½
Peas, Standard, doz.	....	1 75
Do., Early June, doz.	1 90	2 00
Do., Sweet Wrinkle, doz.	....	2 25
Beets, 2s, doz.	1 45	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 5
Pumpkins, 2½s, doz.	1 20	1 25
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., do.	....	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25

Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H. S.		5 25
Blueberries, 2s	2 25	2 40
Jams—		
Apricots, 4s, each		1 27
Black Currants, 16 oz., doz.		5 15
Do., 4s, each	1 34	1 43
Gooseberry, 4s, each	1 20	1 43
Do., 16 oz., doz.		4 50
Peach, 4s, each		1 13
Do., 16 oz., doz.		4 60
Red Currants, 16 oz., doz.		5 50
Raspberries, 1 6oz., doz.	5 15	5 35
Strawberries, 16 oz., doz.	5 15	5 55
Do., 4s, each	1 34	1 43

Rice Prices Easier

Toronto.

RICES.—Chinese rices continue to rule at high figures and no change is expected before the new crop arrives, which will be about the first of February, and then there is a possibility of prices being a shade easier. Southern rices are in an easy market but it is felt that prices have reached the bottom in view of the arrangements made between the Association and the farmers which allows a certain fixed price for the crops.

Honduras, broken, per lb.		0 08
Blue Rose, lb.	0 10½	0 11
Siam, broken, per lb.	0 09	0 10
Siam, per lb.	0 10	0 11
Japans, per lb.	0 11½	0 12½
Chinese, XX		
Do., Simiu	0 15	0 16
Do., Mujin, No. 1	0 14½	0 16
Do., Pakling	0 13	0 14
White Sago		0 10
Tapioca, per lb.		0 10

Raisins May be Higher

Toronto.

DRIED FRUITS.—Supplies of raisins and currants have moved freely during the past two weeks and some wholesalers are almost bare of these commodities. There is a tendency that the further shipments of raisins will cost the retailer a higher price in view of the high exchange rate which practically means five cents on the pound. The high rate of exchange also applies to other dried fruits coming from the United States. Prunes are the weak spot in the dried fruit market, as prices are now several cents per pound below the opening prices. The enquiry for prunes so far this season have been very light, due in part to the stocks of last year's pack which were cleaned up at low figures. Wholesalers report that figs and layer raisins were in good demand for the Christmas season and that the carry over this year will be light compared with other years.

Evaporated apples		0 13½
Candied Peels—		
Lemon		0 48
Orange		0 50
Citron		0 80
Currants—		
Greek, Filiatras, cases		0 17
Do., Amalias	0 18½	0 19
Do., Patras		0 22
Do., Vostizza		0 23½
Australians, 3 Crown, lb.		0 18
Dates—		
Excelsior, pkgs., 3 doz. in case		5 25
Dromedary, 9 doz. in case		7 50
Fard, per lb.		0 30
Hallowee dates, per lb.		0 16
Figs—		
Smyrna layers, 4 crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Pulled figs, 5-lb. box, each		1 50
Prunes—		
30-40s, 25s		0 23
40-50s, 25s		0 21
50-60s, 25s		0 18
60-70s, 25s		0 15½
70-80s, 25s		0 14
90-100s, 25s		0 11
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy		0 46
Choice		0 42
Standard		0 34
Raisins		
California bleached, lb.		0 27½
Seedless, 15-oz. packets		0 29
Seeded, 15-oz. packets		0 30
Crown Muscatels, No. 1, 25s		0 26
Turkish Sultanas, pkgs.		0 27
Thompsons, Seedless		0 29
Valencia	0 28	0 25

Shelled Walnuts Easier

Toronto.

NUTS.—A shipment of new shelled walnuts is rolling and is expected to arrive here about the end of the week. These nuts are offered at 53 cents per pound in case lots and 58 cents in broken lots. Shelled almonds are also easier and are quoted at 48 cents per pound. Shelled almonds for January delivery are even lower, being offered at 40 to 45 cents per pound. Pecans are ruling firm and it is not unlikely that prices will advance owing to the short crop. Wholesalers and importers report an excellent business for the Christmas trade on nuts, ascribed to the lower prices as compared with last year.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.		
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.		0 14
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack		9 50
Cocoanut, unsweetened, lb.	6	0 35
Do., sweetened		0 38
Do., shred		0 28
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 48	0 55
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.		0 55
Peanuts, Spanish, lb.		0 15
Do., Chinese, 30-32 to oz.		0 12
Do., Java		0 14
Brazil nuts, lb.		1 20
Pecans, lb.		1 15

One Package Coffee Reduced

Toronto.

COFFEES.—Although the primary markets for coffees continue to rule easy, importers are of the opinion that prices on the local market will not be further reduced, at least not to any great amount. They point out that with the five cents reduction that was announced several weeks ago and the fact that they have been selling on a very small margin make present quotations about on a replacement basis. A slight reduction is announced on Chase & Sanborn's coffee in tins, now quoted at 58 cents in halves, 56 cents in ones and 55 cents in twos.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.		
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica		0 53
Mocha, lb.		0 56
Rio, lb.	0 35	0 37
Santo		0 42

Navel Oranges Lower

Toronto.

FRUIT.—California navel oranges are reduced in price for this week's selling. It is the opinion that oranges will be higher after the first of the year. Navels are offered at $5 per case in single case lots and $4.75 in 10 case lots. Malaga grapes are higher, now quoted at $14 to $15 per keg. Tangerines and pomegranates are 25 cents per case lower.

Oranges, Floridas—		
126s, 150s, 176s, 200s, 216s		5 00
220s		5 50
288s, 324s		5 50
Cal. Navels, per case		5 50
Grapefruit—		
64s, 70s, 80s, 96s	5 50	5 75
Bananas, Port Limons		0 09
Lemons, Cal.		4 50
Do., Messinas, 30s		4 50
Pears, Oregon, per box		6 50
Grapes—		
Malagas, bbls.	14 00	15 00
Apples, Ontario—		
Spies, No. 1s		7 00
Spies, No. 2s		6 00
Baldwins, No. 1s		6 00
Baldwins, No. 2s		5 00
Greenings, No. 1s		6 00
Greenings, No. 2s		5 00
B.C., in boxes	4 00	5 00
Cranberries, ½ barrels		10 00
Tangerines, Florida		5 50
Pomegranates, ½ boxes		4 25

Onions are Lower

Toronto.

VEGETABLES.—Potatoes are holding fairly steady but onions have declined 25 cents per bag. Spanish onions are also down 25 cents per crate. Hot house tomatoes are up 5 cents per pound, now quoted 50 cents per pound. Cauliflowers are 50 cents higher, now quoted $6 per case.

Cabbage, Can., per bbl.		1 25
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	1 00	1 25
Onions, 100-lb. sack		1 75
Do., Spanish, large crate		6 25
Potatoes, per bag	1 75	1 85
Sweet Potatoes, hampers		3 00
Celery, crates, 6 to 7 doz.		4 50
Hot House Tomatoes, lb.		0 50
Mushrooms, 3-lb. basket		3 00
Cal. Head Lettuce, 4 doz. crate	4 50	4 75
Cauliflowers, standard crate		6 00

Honey Easier

Toronto.

HONEY.—Dealers report that they are buying honey in the country four cents per pound lower than earlier in the season. This honey bought at lower prices has not yet arrived on this market, but when it does prices to the trade will also be lower.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
Honey, Extracted, white clover		
Ontario, No. 1, white clover, in 30 and 60 pound tins		0 25
10 lb. tins, per lb.		0 26
5 lb. tins, per lb.		0 27

Beans Unchanged

Toronto.

BEANS.—The demand for beans is quiet. Sales are mostly confined to small lots. Ontario hand picked beans are quoted at $3.75 per bushel.

Japanese Kotenashi, per bus.		
Limas, per lb.	0 12½	0 13
Madagascars, per lb.		0 12

Flour Unsteady

Toronto.

FLOUR.—The proposed tariff on wheat by the United States is being watched with interest by the millers. The general opinion is that if this tariff goes on, the prices of wheat in the United States will go higher, which is bound to reflect on the Canadian market. In the meantime flour prices are ruling unsteady and if anything have a weak

tone. The demand is mostly on the day to day basis.'

FLOUR—	
Patent Firsts, in jute bags, per barrel	11 10
Do., seconds, in jute bags, per barrel	10 60

Bran Continues Scarce

Toronto.

MILLFEEDS.—There is an active demand for millfeeds, with a decided shortage noted for bran. Quotations are unchanged.

WINNIPEG MARKETS

WINNIPEG, Dec. 29.—Few price changes are noted in general groceries during the week. Sugar prices are steady at $11 per hundred. The primary markets for tea show a firmer tendency. Coffee continues easy but spot stocks are unchanged. Bulk cereals have a tendency to be lower. Rice quotations are out for January delivery and are considerably lower than present prices. Raisins are firm with a tendency for higher prices. Vegetables and fruits are unchanged.

Sugar in Demand

Winnipeg.

SUGAR.—There is an improved demand noted for refined sugar. Prices are holding steady at $11.00 per hundredweight for granulated.

Syrups Unchanged

Winnipeg.

SYRUP.—There is no change in quotations on syrup. The demand has been only fair. Molasses remains steady and after the first of the year the tendency will be for a quicker movement of same.

CANE SYRUP—	
No. 2s	7 30
No. 5s	8 40
No. 10s	7 85
No. 20s	7 65
CORN SYRUP—	
Cases, 2-lb. tins, white, 2 doz. in case	6 45
Cases, 5-lb. tins, white, 1 doz. in case	7 20
Cases, 10-lb. tins, white, ½ doz. in case	6 95
Cases, 20-lb. tins, white, ¼ doz. in case	6 95
Cases, 2-lb. tins, yellow, 2 doz. in case	5 85
Cases, 5-lb. tins, yellow, 1 doz. in case	6 60
Cases, 10-lb. tins, yellow, ½ doz. in case	6 35
Cases, 20-lb. tins, yellow, ¼ doz. in case	6 35
MAPLE SYRUP—	
Pure, 2½s tins, case of 2 doz.	26 90
Pure, 5s, per case of 1 doz.	24 50
Pure, 10s, per case of ½ doz.	23 25
TABLE SYRUP—	
Maple flavor, 2½s tins, per case of 2 doz.	13 75
Do., 2s, tins, per case of 1 doz	12 00
Do., 1s, tins, case of ½ doz.	11 50
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 75
3-lb. tins, 2 doz. case	12 35
5-lb. tins, 1 doz. case	10 00
10-lb. tins, ½ doz. case	9 70
Molasses quotations subject to 5% discount.	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2½s, 4 doz. in case	4 40
5s, 4 doz. in case	4 40
10s, 4 doz. in case	4 35

Coffee Market Unchanged

Winnipeg.

COFFEE.—There is no change in the coffee market this week. The market continues with an easy tone.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Snatos, lb.	0 42	0 44

COCOA—	
In 1-lbs., per doz.	6 80
In ½-lbs., pe rdoz.	3 40
In ¼-lbs., per doz.	1 75
In small size, per doz.	1 30

Spice Market Quiet

Winnipeg.

SPICES.—There has been no change in the spice market this week. Quotations are holding steady under a quiet demand. Spot stocks are reported light, and retailers and grinders are buying only as they require same.

Allspice, Jamaica, best quality, lb.	0 28
Cassia, Batavia, per lb.	0 38
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 85
Do., No. 10, carton, doz.	1 00
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 75
Ginger, washed, Jamaica, No. 1.	0 65
Do., Jamaica No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	0 70
Do., large brown, 85 to lb., lb.	0 65
Do., med. brown, 110 to lb., lb.	0 55
Do., carton of six, per doz.	0 80
Pepper, black, Singapore ex., lb.	0 36
Do., white, do., per lb.	0 50
Pickling, ¼-lb. pkg., per doz.	1 00
Do., bulk, No. 1, per lb.	0 28
GROUND SPICE.	
Allspice, bulk, per lb.	0 25
Do., No. 2, per lb.	0 25
Do., 2 oz. cartons	0 80
Do., 4 oz. cartons	1 20
Cassia, No. 1, bulk, per lb.	0 30
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 50
Cinnamon, bulk, per lb.	0 45
Do., 2 oz. cartons	1 16
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 80
Do., 2 oz. cartons	1 70
Do., 4 oz. cartons	2 75

Rolled Oats Easy

Winnipeg.

CEREALS.—All lines of bulk cereals are easier, and further declines in these commodities are expected. Wholesalers and retailers are buying in small quantities.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons	4 75	6 00
Do., 36s, case, square cartons		4 85
Do., 18s, case		2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case		3 80
Puffed Wheat, 3 doz. case, case		4 40
Puffed Rice, 3 doz. case, case		5 70
Cream of Wheat, 3 doz. case, case		9 00
Grape Nuts, 2 doz. case, per case		3 83
Package Peas, 3 doz. case, case		3 75

BULK CEREALS	
Rolled Oats, 80s, per bag	3 10
Do., 40s, per bag	1 58
Do., 20s, per bag	0 83
Do., 10-8s, per bale	3 95
Do., 15-6s, per bale	4 80
Oatmeal, 98s, gran. or stand., bag	5 50
Wheat Granules, 98s, per bag	5 25
Do., 16-6s, per bale	7 00
Peas, whole, green, 100-lb. bag, per bush.	4 75
Do., split, yellow, 98s, per bag	8 45
Do., split, yellow, 49s, per bag	4 30
Beans, fancy, hand picked, 100 lb. bag, bushel	4 55
Do., Lima, 100-lb. bag, per lb.	0 14
Barley, Pot, 98s, per bag	4 25
Do., pearl, 98s, per bag	5 75
Cornmeal, 98s, per bag	3 40
Do., 24s, per bag	0 90
Do., 10-10s, per bale	4 65
Buckwheat grits, whole, 98-lb. bags, per bag.	10 25

Rice Continues Easy

Winnipeg.

RICE.—The rice market continues easy, and indications point to lower prices in the near future. Choice California Japan rice is quoted as low as $3.95 per 100 pounds, with fancy California Japan rice at $4.10 per 100 pounds for delivery in January.

RICE—	
No. 1 Japan, 10-lb. sacks, lb.	0 13
Do., 50-lb. sacks, lb.	0 13½
Siam, Elephant, 100-lb. bags	0 09½
Do., 50-lb. bags, lb.	0 09⅝
Sago, sack lots, 130 to 150 lbs., per lb.	0 08¾
Do., in less quantities, lb.	0 09
Tapioca, pearl, per lb.	0 08¾

Canned Goods Steady

Winnipeg.

CANNED GOOODS.—There is no change in the canned goods situation this week. Canned fruit and vegetables are in fair demand. Retailers are buying mostly in small lots.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.		3 35
Do., ½s, 4 doz. case, doz.		6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.		8 60
Do., 2s, 8 oz., 2 doz. case, case		7 60
Pilchards, 1s, tall, 4 doz. case, case		7 35
Do., ½s, flat, 8 doz. case, case		10 00
Salmon—		per case
Sockeye, 1s, tall, 4 doz. case		22 00
Do., ½s, flat, 8 doz. in case		23 75
Red Spring, 1s, tall, 4 doz. case		15 75
Do., ½s, flat, 8 doz. case		16 25
Cohoe, 1s, tall, 4 doz. case		18 00
Do., ½s, flat, 8 doz. case		16 00
Pink, 1s, tall, 4 doz. case		9 50
Do., ½s, flat, 8 doz. case		11 00
Humpback, 1s, tall, 4 doz. case		8 60

CANNED FRUIT (Canadian)		Per case
Apples, 6 tins in case, per case	3 00	3 85
Blueberries, 2s, 2 doz. case		7 15
Cherries, 1s, 4 doz. case	8 25	9 00
Peaches, 2s, 2 doz. case	7 00	7 65
Pears, 2s, 2 doz. case	8 30	9 00
Plums, Greengage, 2s, 2 doz. case		6 45
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case		5 05
APPLES—		
Raspberries, 2s, 2 doz. case	10 50	11 00
Strawberries, 2s, 2 doz. case	9 75	10 00

CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case		13 85
Peaches, 2½s, 2 doz. case		13 25
Peaches, sliced, 1s, 4 doz. case		15 00
Do., halved, 1s, 4 doz. case		15 00
Do., 2s, 2 doz. case		10 60
Corn, 2s, 2 doz. case	3 80	4 20

CANNED VEGETABLES		Per case
Asparagus Tips, 1s, tins, 4 doz case, per doz.		2 75
Beans, Golden Wax, 2s, 2 doz. case		4 75
Beans, Refugee, 2s, 2 doz. case		4 75
Pears, 1s, 4 doz. case		17 00
Pineapples, sliced, 2s, 2 doz. case	8 00	8 75
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2½s, 2 doz. case		7 00
Pumpkin, 2½s, 2 doz. case		3 00

Sauer Kraut, 2½s, 2 doz. case..	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz. case	4 00	4 60
Spinach, 2½s, 2 doz. case	6 75	7 25

Raisins Hold Firm

Winnipeg.

DRIED FRUITS.—Raisins are reported firmer, and the demand for same is very heavy. All other lines of dried fruit remain unchanged and are not in heavy demand.

DRIED FRUIT		
Evaporated Apples, per lb.	....	0 18
Currants, 90-lb., per lb.	....	0 22
Do., 8 oz. pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 20
Do., Tunis, bulk, lb.	....	0 26¾
Do., Package, 3 doz. case, lb.	....	0 15
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt.	....	0 35
Peaches, standard, per lb.	0 28	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	1.56	1.62
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton.	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 24
40-50s, 25s, per lb.	....	0 19½
50-60s, 25s, per lb.	....	0 18¾
60-70s, 25s, per lb.	....	0 16¾
70-80s, 25s, per lb.	....	0 15
80-90s, 25s, per lb.	....	0 13½
90-100s, 25s, per lb.	....	0 13½
In 5-lb. cartons, per carton	....	1 25
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Cal., bulk, seeded, 25-lb. boxes	....	0 28
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	....	0 23
Do., bulk., seedless, 25-lb. boxes, per lb.	....	0 27½
Apricots, choice, 25s, lb.	....	0 45
Do., 10s, lb.	....	0 47
Do., Standard, 45s, lb.	....	0 40
Do., choice, 10s, lb.	....	0 42
Do., fancy, 45s, lb.	....	0 50
Do., do., 10s, lb.	....	0 52

Nuts in Active Demand

Winnipeg.

NUTS.—The shelled walnut market shows no material change since last week. Shelled almonds show very little change. The tendency is easier. The demand for shelled Brazils has been very limited, due entirely to the high prices prevailing.

NUTS, SHELLED—		
Almonds, per lb.	0 50	0 54
Spanish Peanuts, No. 1, per lb.	....	0 14
Pecans, per lb.	....	1 10
Walnuts, per lb.	....	0 54
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb	....	0 25
Almonds, per lb.	....	0 30
Filberts, per lb.	....	0 20
Walnuts, per lb.	....	0 25
Pecans, per lb.	....	0 30

Tea Market Unchanged

Winnipeg.

TEA. — The latest reports from Colombo state that the primary tea markets have been active for good medium and medium brokens, and these lines are reported distinctly higher. Common broken are easier. Competition for low grades has been much keener. Orange pekoes recovered and advanced, while pekoes, common ones included, showed a substantial rise of about one penny a pound.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality..	0 48	0 50
Do., second quality	0 43	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 38	0 42
Broken Pekoe, first quality	0 52	0 60
Braken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Blindness Is No Handicap to This Woman Grocer

Lincoln, Dec.—Blindness has not proved a handicap to the business career of Miss Edna Koontz, proprietor of a grocery at 444 South Tenth Street, this city. Though totally blind, this Nebraska girl has mastered all the principles of business and without any assistance sells enough groceries to net her a profit considerably more than she needs to support herself.

By cultivating a memory that compares favorably with that of nationally-known so-called experts, Miss Koontz is able to put her hands on any one of several hundred articles on the shelves of her store. By her remarkable sense of "feel," coupled with her memory, errors are unknown in her store.

With the speed of a crackerjack clerk, Miss Koontz brings down from the shelves articles of food as fast as the purchaser names them off. In a lightning-like fashion, and with the precision of an adding machine she totals the amount of the purchases much quicker than many clerks with vision.

Miss Koontz, who became blind when four years of age, is now 30. She is a graduate of the state school for blind at Nebraska City.

In addition to being a retail grocer, Miss Koontz is assistant manager for the Lincoln agency of one of the large Omaha wholesale grocers.

Admirers of Miss Koontz say she is the only blind person in Nebraska engaged in a business dealing with the public at all times.

Miss Koontz is extremely modest in telling of her achievements, and says there are hundreds of other blind persons who could succeed just as well as she if they took it upon themselves to start. "The training we receive at the blind institution is sufficient to make any person with a normal mind self-supporting," she said.

Miss Koontz has the utmost confidence in the honesty of the public. Only one man, she says, ever took advantage of her blindness. This man, she said, was in the habit of visiting her store several times a week to purchase cigars. When she would hand over the box to him to make his selections he would take two or three and pay for but one.

She said she suspected him for several weeks, and next time he came in she was "ready." She knew exactly how many cigars were in the box, and when he had taken what he wanted she quickly counted the remainder and told him he would have to pay for three cigars, not one. That was the last time he visited her store.

Several children, she said, have attempted to deceive her in a child-like fashion, but were always detected. One youngster came in with a "bill" which he said was of $1 denomination, and wanted to buy a package of chewing gum. No sooner was the "bill" in her hand than she knew by its size that it was not legal tender. She laughingly returned the piece of paper to the youngster.

Another youngster attempted to pass a lead check on her as a 50-cent piece. Her detection was quicker than in the case of the boy with the "one-dollar bill."

In accepting bills for payment of groceries, Miss Koontz must depend entirely upon the honesty of her customers as to the bills' denomination. "There is no way of telling a one-dollar bill from a ten or twenty-dollar bill," she said. It is very difficult to deceive her with pewter coins.

After she receives the bills, Miss Koontz folds each denomination in a different way. In going over her day's receipts she can tell exactly what each bill is by the way it is folded.

Miss Koontz takes care of all her own correspondence, writing her letters on a typewriter. Her incoming letters, of course, are read to her by friends.

In addition to being a business woman of considerable ability, Miss Koontz is an accomplished singer, pianist and organist. On a number of occasions she has appeared in the choirs of local churches.

Bananas Arriving Freely

Winnipeg.

FRUITS. — The fruit business is reported very steady this week. The market is better supplied with bananas than it has been for some time, and lower prices are expected shortly. California navel oranges have been selling well, as also lemons and grape fruit. The demand for the winter varieties of apples has shown a decided increase. Cranberries are higher now, quoted at $18.00 per barrel.

Vegetables are Plentiful

Winnipeg.

VEGETABLES. — Vegetables of all kinds are reported to be in good demand. Potatoes remain unchanged and are quoted at $2.00 per bag. Imported vegetables, such as California head lettuce, cauliflower, and tomatoes are in good demand and prices remain unchanged.

Flour Unchanged

Winnipeg.

FLOUR.—The flour market continues steady, with no change in quotations. Best quality Manitoba flour is quoted at $10.85 per barrel, with 98-pound jute bags at $5.42½. Retailers continue to buy on the hand to mouth basis.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 29.—There is practically no change in the markets this week. Christmas business in all grocery lines reported good throughout the city. Large Ontario cheese is down slightly, now quoted 29½ to 30½ cents per pound. Alberta cheese, twins, is down to 29 cents and large 28 cents. Florida grapefruit is quoted at $7. California navel oranges are $7 and lemons $6 per case.

Beans, B.C.	7 25	7 50
Rolled oats, 80s	....	3 25
Rice, Siam	8 00	9 00
Japan, No. 1	8 80	9 50
Tapioca	8 00	9 00
Sago	8 00	9 00
Sugar, pure cane, gran., cwt.	....	12 52
Cheese, No. 1, Ont., large	0 29½	0 30½
Alberta cheese, twons	....	0 29
Do., large	....	0 28
Butter, creamery, lb.	....	0 58
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s	....	15 90
Eggs, new laid, local, case	....	24 00
Do., storage, case	19 50	21 00
Tomatoes, 2½s, standard, case	4 25	4 50
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case	4 35	4 60
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case	10 00	10 30
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples evaporated 50s	0 15½	0 17½
Do., 25s, lb.	0 16½	0 18½
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 10¾	0 11
Do., 70-80s	0 13¾	0 14½
Potatoes, local, ton	....	45 00
Walnuts, per lb.	....	0 30
Pecans, lb.	....	0 30

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Dec. 29.—Markets very quiet after a good Christmas trade. Merchants are optimistic as to future trade. Few price changes are manifest. Lard compound dropped 1½ cents per pound, now quoted 20 cents. Eggs advanced 5 cents per dozen, now 90 cents.

Flour, No. 1 patents, bbl.	....	14 50
Cornmeal, bags	....	3 50
Rolled oats, per bag	....	4 90
Rice, Siam, per 100 lbs.	9 50	12 50
Tapioca, 100 lbs.	....	13 00
Molasses (extra fancy Barbadoes)	....	1 10
Sugar, standard, granulated	....	10 50
Do., No. 1, yellow	....	9 75
Cheese, Ont., twins	....	0 28
Eggs, fresh, doz.	....	0 90
Lard, compound	....	0 20
Lard, pure, lb.	....	0 28
American clear pork, per bbl.	....	50 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 48
Hams, aver, 9-12 lbs.	....	0 41
Do., aver. 12-18 lbs.	....	0 41
Do., aver. 18-25 lbs.	....	0 38
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 55
Do., dairy	....	0 45
Raspberies, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 80
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	1 92½
Strawberries, 2s, Ont., doz.	....	5 10
Oranges, all sizes	7 50	8 50
Grapefruit, Florida, case	....	6 50
Do., Jamaica	....	5 50
Apples—		
Kings	5 50	7 00
Pippins	4 50	6 00
Spys	5 50	7 00
Oats, per bush.	....	1 05

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 29.—Business continues brisk after a Christmas season which more than exceeded expectations of all the trade. Prices remain much the same as last week with the indications that they will remain steady for a time at least. Pure lard shows a decline of three cents, now quoted at 25 and 25½ cents. A reduction of $2 on pork brings the price down to $49 to $51. Oranges are slightly firmer, Floridas are quoted at $6 to $7 and Californias $6.50 to $7 per case. Country produce remains unchanged.

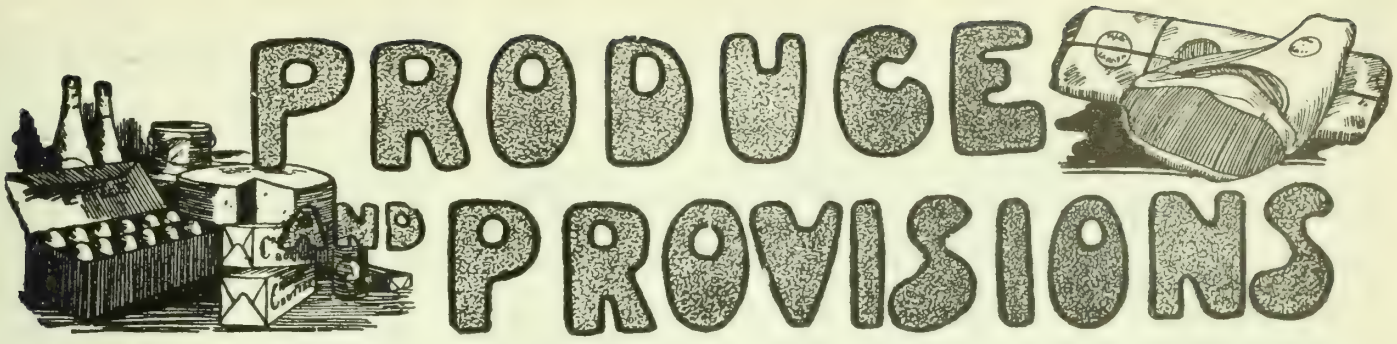
Flour, No. 1 patents, bbls., Man.	....	13 35
Cornmeal, gran., bags	....	4 60
Do., ordinary	....	3 15
Rolled oats	....	10 00
Rice, Siam, per 100 lbs.	10 00	10 50
Tapioca, 100 lbs.	15 00	16 00
Molasses	1 00	1 05
Sugar—		
Standard, granulated	....	10 60
No. 1, yellow	....	9 85
Cheese, N.B.	0 29½	0 30
Eggs, fresh, doz.	0 90	1 00
Do., cast	0 75	0 80
Lard, pure, lb.	0 25	0 25½
Do., compound	0 19¼	0 19½
American clear pork	49 00	51 00
Tomatoes, 2½s, standard, case	....	4 20
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 40	0 45
Butter, creamery, per lb.	....	0 65
Do., dairy	0 55	0 58
Do., tub	0 53	0 55
Peaches, 2s, standard, case	7 15	7 20
Corn, 2s, standard, case	....	3 60
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	....
Potatoes, per bbl.	....	3 50
Lemons, case	6 50	7 50
Oranges, Florida	6 00	7 00
Do., California	6 50	7 00
Bananas, lb.	....	0 11
Grapefruit, case	6 50	7 50

APPLES HELD IN STORAGE

The following table shows the quantities of apples, in barrels and boxes, held in storage November 30, 1920, together with the quantities in storage November 30, 1919:

	1920.		1919.	
	Bbls.	Boxes.	Bbls.	Boxes.
Annapolis Valley, N.S.	557,565	.....	900,000	.....
St. John, N.B.	7,112	7,386	8,956	2,600
Quebec City, P.Q.	12,772	4,300	9,300	6,335
Montreal	22,797	26,295	14,820	29,380
Ottawa	12,725	9,850	7,800	9,500
Wellington	4,500	.....	1,600	900
Brighton	25,200	.....	9,000	.....
Colborne	42,000	.....	20,000	.....
Cobourg	3,500	.....	4,000	.....
Port Hope	5,000	.....	5,000	.....
Oshawa	19,000	.....	8,000	.....
Toronto	16,000	14,500	10,000	30,000
London	675	600	1,660	600
Georgian Bay District	20,400	3,600	7,000	500
Winnipeg	7,800	50,308	5,700	74,200
Regina	.....	13,970	180	6,050
Moose Jaw	226	11,040	.....	3,300
Saskatoon	1,820	9,360	725	13,000
Vancouver	.....	50,750	.....	42,000
Victoria	.....	9,970	.....	10,000
Inland in B.C.	.....	67,300	.....	282,300
Totals	759,092	279,229	1,023,741	510,665

Note—Apples reported in sacks and bushel baskets have been reduced to barrels.



Canadian Packers Want Control of Bacon Removed

Announcement That Decontrol Comes Into Effect on March First is Said to be Indefinite—Packers Want Free Access to British Market

A LATER cable to the effect that the announcement from the Old Country that the control on bacon will be removed on January 1st, and that shipments could be made on March 1st, is not definite, has aroused much concern among Canadian packers.

"It was absolutely essential to control the price of bacon during the war," remarked a representative of a large packing concern to Canadian Grocer, in discussing the matter. "Otterwise," he continued, "only people with plenty of money could have bought it. In April, 1919, this control in Great Britain was removed, and everybody expected prices to drop. However, instead of dropping, they advanced, and in August, 1919, the control was re-established. The Englishman is paying more for his bacon now as a result. The British government has large quantities of American bacon that have gone stale on them, and for which 192s. per hundred is asked. Fresh bacon can now be bought 50s. per cwt. less and therefore the decontrol of bacon is asked.

At the present time Canadian shippers were possibly getting a slightly higher price for their bacon than they would with the control removed and the open market re-established. This, however, would not be the case usually, and the Canadian shipper would suffer the year through with the controlled price existing. Canadian bacon shippers want their product allowed free access to the British market to compete with bacon produced in the British Isles on a relative value.

A continuation of control after March would mean that Canadian bacon must be sold at about 50 shillings a hundredweight under the Irish product, both Irish nor English bacon could be procontrol since representations made by the home producers to the Imperial Government convinced them that neither Irish nor Englilsh bacon could be produced at the price set for Canadian bacon and the low-grade American product.

Continued control in the British Isles is generally viewed with dissatisfaction by Canadian packers.

Salmon a Big Leader in Sales

Country Trade in Salmon Has Been Particularly Heavy in the Past Season—Mild Weather Has Curtailed Catch of Smelts

By D. B. DRYSDALE

OWING to the very mild weather which has been experienced on the Coast so far this season, it has been impossible to obtain any frozen smelts. Smelts are caught through the ice and frozen as soon as taken from the water. So far the ice has not formed to allow this branch of the industry to open up. However producers are making promises and wholesalers expect to be able to fill orders in the course of the next two weeks.

Salmon a Big Leader

Salmon has proved a big leader in sales so far this season. This is particularly noticeable in the country. Many of the country stores have built up a regular trade in salmon by selling their customers a whole fish at a time. This is no doubt due to the fact that frozen salmon if kept properly has incomparable keeping qualities, and so there is no waste whatever, and being an easy fish to handle and cut, the consumer may always have fish on hand without the necessity of a trip to market.

Educating the Customer

There is a better profit for the retailer by educating the customer to this way of buying. Since the new freight rates have come into effect there has been considerable confusion owing to the fact that orders which specify freight shipment do not plan out in as profitable a way as sometimes expected.

It is nearly as costly to ship by freight now as express, and owing to the various delays which a freight shipment may be subject to would suggest that all dealers have their orders shipped by express. This insures prompt delivery and does away with the possibility of having your shipment thawed out while en route.

OLIVE PRICES ARE LOWER

The olive crop of California this season is about 9,000 tons. The crop in the Sacramento and San Joaquin valleys is heavy, but in Southern California the yield is 25 per cent. under normal. Buyers are slow to pay $60 a 100 a ton against $210 last year and up to $400 in 1918. The bulk of the crop will probably be used for oil purposes or salted in the Greek curing method.

HEAVY LOSSES IN RICE

Approximately 800,000 bags of rice, valued at between $1,500,000 and $2,000,000, were lost in California as the result of the seasonal rains, according to an estimate made by J. H. Stephens, president of the Pacific Rice Growers' Association. Mr. Stephens said the 1920 crop was estimated at 4,000,000 bags, and that the loss will be about 20 per cent. He declared there are about 1,800,000 bags of rice in the warehouses, with the remainder of the crop cut and shocked in the fields or unharvested.

Eight cases of Gillett's lye were the only articles missing the other night from a car broken open on the M.C.R. siding at Welland, numerous other articles of more value at Christmas time being left untouched, including a quantity of liquor. Trainmen say the lye and whiskey cases are somewhat similar in appearance.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 29.—A stronger feeling is noticeable in the hog market, and a little higher price is being paid for live hogs, with a resulting higher value on dressed hogs. This is the result of the small offerings and the big demand that was experienced last week. This week the market is holding steady with a fair demand for smoked meats and beef. Beef, too, was advanced in price last week due to the bigger demand. The market is quiet early this week. The big call for poultry last week boosted prices a little, especially for turkeys. The dealers look for an equally good demand this week in Quebec. Lard and shortening are unchanged in price with a firmer tone, due to the strength of the hog market. Butter and cheese remain steady and some higher prices are quoted on eggs, although the general price of one dollar per dozen is unchanged. The supply of eggs brought to this market increased last week, due to the holiday market, but the demand increased proportionately and still the supply was insufficient to ease off prices. The business of last week in meat and poultry was reported by retail dealers to be excellent.

Meat Prices are Higher

Montreal.

A firmer feeling prevails in the local market for live hogs, which is due to the continued small offerings and the keen demand from packers and butchers. The sales are reported to be very good in a retail way. This demand has resulted in firming up the prices on live hogs to as high as $16.75 per hundred pounds. Selected lots are selling at high as $17.00. The market for dressed hogs is firm under a good steady demand for supplies to meet immediate demand and fresh killed hogs are selling as high as $25.50 per hundred and country prepared are selling at $21.50 per hundred. The meat market has strengthened up during the past week with the bigger demand for Christmas trade and rather small offerings but after the Christmas business the demand has fallen off with a slightly easier tone to the market. Quotations given herewith show a slight increase in prices due to the active Christmas market.

FRESH MEATS

Hogs, live (selected)	0 16½	0 17
Hogs, dressed		
Abattoir killed, 65-90 lbs.	0 25	0 25½
Fresh Pork		
Legs of pork (foot on)		0 33
Loins (trimmed)	0 37	0 38
Bone trimmings		0 28
Trimmed shoulders	0 28	0 29
Untrimmed		0 26½
Pork sausage (pure)		0 25
Frankfurt sausage		0 20
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18

Fresh Beef

(Cows)		(Steers)	
$	$		
		Hind quarters	80 22 80 30
0 10	0 15	Front quarters	0 12 0 17
0 36	0 38	Loins	0 40 0 45
0 [illegible]	0 25	Ribs	0 16 0 28
0 20	0 [illegible]	Chucks	0 10 0 15
0 20	0 26	Hips	0 20 0 29
Calves (as to grade)			0 18 0 26

Smoked Meat Market Steady

Montreal

SMOKED MEAT.—There is no new development this week in the market for smoked and cured meat. The undertone is firm with a steady demand for supplies and an active trade continues to be done for domestic and country accounts.

BACON		
Breakfast, best	0 37	0 44
Smoked Breakfast	0 43	0 45
Cottage Rolls	....	0 36
Picnic Hams	....	0 32
Wiltshire	0 43	0 47½
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 37
Do., 14-20	....	0 37
Do., 20-25	....	0 33
Do., 25-35	....	0 32
Over 35 lbs.	....	0 30

Barrelled Meats Steady

Montreal

BARRELLED MEATS.—The market for barrelled meats remain unchanged this week with only a fair demand.

BARRELLED MEATS

Barrel Pork		
Canadian short cut (bbl.), 30-40 pieces	29 00	54 00
Clear fat backs (bbl.), 10-50 pieces	25 75	47 50
Heavy mess pork (bbl.)	20 75	37 50
Plate Beef	....	25 00
Mess Beef	....	23 00

Some Higher Prices on Eggs

Montreal.

EGGS.—There is no change in the egg situation this week. The undertone to the market for all grades is very firm with prices fully maintained. There is a good demand for supplies for home consumption with a tendency towards a shortage on the market. At the same time the receipts quoted on the local market show an increase over last week's receipts and this is due to the bigger supplies coming in for the holiday trade. This report shows that the receipts are larger than for the same week last year. Quotations are being made on strictly new laid eggs as high as $1.10 per dozen but the ruling price is $1.00 per dozen.

EGGS		
Strictly fresh	0 96	1 10
Selects	....	0 72
No. 1	0 64	0 66
No. 2	0 52	0 60

No Change in Cheese

Montreal.

CHEESE. — The cheese market remains steady with a very fair inquiry for export supplies on account of the improvement in the sterling exchange rates lately. Quotations remain unchanged.

CHEESE—		
New, large, per lb.	....	0 27
Twins, per lb.	....	0 27
Triplets, per lb.	....	0 27
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	0 33	0 34
Quebec	0 27	0 29

Butter Prices Hold

Montreal.

BUTTER.—There is no change in the quotations on butter this week. Following the weakness of last week which was due to the lower prices offered for export trade, that is there are steadier tones in the market but no changes in quotations.

BUTTER—		
Creamery prints, qual., new	0 53	0 54
Do., solids, quality, new	0 52	0 53
Dairy, in tubs, choice	0 48	0 50
Do., prints	....	0 49

Firmer Tone to Lard

Montreal.

LARD.—There is no change in the lard market this week. There is a fair demand for local and country accounts, and the market is steady. The firmer tone to the hog market lends strength to quotations made on lard.

LARD—		
Tierces, 360 lbs.	0 23	0 24½
Tubs, 60 lbs.	0 23*	0 25
Pails, 20 lbs.	0 25	0 26
Bricks	0 27	0 28

Shortening Unchanged

Montreal.

SHORTENING.—The shortening market follows in the lead of lard and remains steady this week with a firmer tone, due to the strength of the hog market. Compound lards were reduced in price last week but have a firmer tone this week.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 19½
Tubs, 60 lbs.	0 23½	0 25
Pails, 20 lbs., per lb.	....	0 20½
Bricks, 1 lb., per lb.	....	0 22

Cooked Meat Prices Hold

Montreal.

COOKED MEATS. — There is no change in the market for cooked meats. The demand is light and quotations remain unchanged.

Jellied pork tongues	....	0 40
Jellied pressed beef, lb.	....	0 37

Ham and tongue, lb.	....	0 42
Veal	....	0 33
Hams, cooked	0 61	0 68
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 63
Head Cheese, 1-lb. moids, per doz.	....	2 00
Do., 6-lb. tins, per lb.	....	0 16
Do., 25-lb. pails, per lb.	....	0 15

Poultry Prices Higher

Montreal.

POULTRY.—The quotations on the poultry market firmed up towards the end of last week with a bigger demand for the Christmas trade. There was a demand from the United States which boosted the prices on turkeys and geese and in some cases turkeys were quoted as high as sixty cents per pound. Throughout the poultry market slightly higher prices were asked at the end of the week but these prices eased off slightly at the beginning of this week. In Quebec the demand for poultry for the New Year's day is quite as big if not bigger than for the Christmas trade and therefore a big demand may be expected this week with prices holding steady.

POULTRY—

Turkeys, per lb.	0 52	0 56
Chickens	0 33	0 38
Fowl	0 26	0 32
Roosters	0 23	0 25
Ducks	0 33	0 40
Geese	0 33	0 34

ONTARIO MARKETS

TORONTO, Dec. 29.—The hog market has shown a decidedly strong tone under light receipts and a fairly heavy demand. There was an active movement for fresh and cured meats for the holiday trade and prices held fairly steady. Eggs continue in a strong situation. Local stocks of storage eggs are becoming cleaned up, in fact some dealers state that stocks will be completely cleaned up by the end of January, and if the cold weather continues, which will greatly retard production of new laid, the market will be quite bare of eggs by that time. Some storage eggs have arrived from the Western Provinces and some fresh from British Columbia. There are still a few eggs arriving from the United States, but the high exchange rate is making the delivered cost very high, and it is doubtful whether many more will be brought in. Butter is slightly firmer although prices are unchanged. Lard is reduced one cent per pound. Cheese, shortening, and margarine are unchanged. The feature in the fish market is the continued scarcity of smelts. Dealers state that fishermen are shippinig smelts to the United States, taking advantage of the high exchange and ready market at higher prices.

Hog Market Stronger

Toronto.

FRESH MEATS.—Light receipts of hogs under a heavy demand has resulted in a stronger tone in the hog market. Packers were doing the utmost to hold prices steady but were unsuccessful, and prices were advanced to $16.50 on the fed and watered basis. Light receipts of cattle was also manifest at the Union Stock Yards. The trade over the holiday was slow, but the packers bought practically all the cattle that were offered although the bulk of the shipments were of poor quality. Prices are somewhat easier. The holiday demand for fresh meats was exceptionally good. Quotations are unchanged.

Hogs—		
Dressed, 70-100 lbs., per cwt.	20 00	22 00
Live, off cars, per cwt.	16 00	16 25
Live, fed and watered, per cwt.	16 00	16 50
Live, f.o.b., per cwt.	15 00	15 50
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 28½
Loins of pork, lb.		0 39½
Fresh hams, lb.		0 30½
Tenderloins, lb.		0 63
Spare ribs, lb.		0 21
Picnics, lb.		0 23
New York shoulders, lb.		0 26½
Montreal shiulders, lb.		0 26½
Roll, per lb.	0 28½	0 32½
Wiltshire (smoked sides), lb.		0 36½
Do., three-quarter cut		0 40½
Do., middle		0 42½
Dry Salt Meats		
Long clear bacon, av. 50-70 lbs.		0 29
Do., av. 80-90 lbs.		0 26
Clear bellies, 15-30 lbs.		0 31½
Fat backs, 10-12 lbs.		0 23
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork		
Mess Pork, 200 lbs.		38 00
Short cut backs, 200 lbs.	53 00	55 00
Pickled rolls, bbl. 200 lbs.:—		
Lightweight		58 00
Heavy		55 00
Above prices subject to daily fluctuations of the market.		

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 21	0 24
Front quarters, lb.	0 12	0 15
Ribs, lb.	0 22	0 28
Chucks, lb.	0 13	0 16
Loins, whole, lb.	0 25	0 35
Hips, lb.	0 17	0 22
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 18	0 22
Spring lamb, lb.	0 24	0 26
Sheep, whole, lb.	0 12	0 18
Above prices subject to daily fluctuations of the market.		

Cured Meats Steady

Toronto.

PROVISIONS.—There was an active demand for smoked hams and bacon for the Christmas trade. Some dealers attribute this increased movement to the holiday trade and others to the lower prices which have had the effect of creating a better demand from the consumers. Quotations are steady to firm in sympathy with the strong hog market.

Hams—		
Small, to 12 lbs.		0 38
Medium, 12 to 30 lbs.		0 36
Large, 20 to 35 lbs. each, lb.		0 31
Heavy, 35 lbs. and upwards		0 28
Backs—		
Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 55	0 61
Rolled, per lb.		0 67
Bacon—		
Breakfast, ordinary, per lb.		0 41
Breakfast, special trim		0 57

Cooked Meats Active

Toronto.

COOKED MEATS.—An active movement is noted in cooked meets for the holiday business. Jellied meats are especially active although boiled hams show a good demand. Jelied ox tongue is quoted at 63 cents per pound and calves' tongues at 56 cents per pound. Boiled hams are steady at 56 to 60 cents per pound.

Boiled hams, lb.	0 56	0 60
Boiled shoulders	0 47	0 49
Head cheese, 6s, lb.		0 17
Choice jellied ox tongue, lb.		0 63
Jellied calves tongue		0 56
Large bologna, lb.	0 17	0 18
Above prices subject to daily fluctuations of the market.		

Egg Stocks Getting Low

Toronto.

EGGS.—Stocks of storage eggs are fast becoming depleted and it is the opinion that if cold weather continues, which will have the effect of curtailing production of new laids, that the end of the month will find this market bare of eggs. A great deal of the supplies have been arriving from the United States, but with the extremely high rate of exchange, deliveries have been cut down considerably. Some shipments have arrived from the western provinces and also from New Zealand. New laid eggs on the local farmers' market are bringing from $1.25 to $1.40 per dozen.

EGGS—		
Selects		0 78
No. 1		0 70
Extra selects in cartons		0 80
Prices shown are subject to daily fluctuations of the market.		

Butter Looks Firmer

Toronto.

BUTTER.—There is a slightly firmer tone noticeable in the butter market. This does not mean that prices were advanced or that dealers are paying any more but that those having stocks to sell have adopted a firmer attitude. This firmness is attributed to the improvement in sales for export. Quotations on creamery range from 50 to 56 cents per pound.

BUTTER—		
Creamery prints	0 50	0 56

Cheese Unchanged

Toronto.

CHEESE.—The cheese market is unchanged. Quotations to the trade are fairly steady at 26 cents per pound.

CHEESE	
Large, per lb.	0 26
Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.	

Lard Prices Down One Cent

Toronto.

LARD.—A reduction of one cent per pound is announced on lard, bringing the price on one pound prints down to 26 cents and 22 cents on the tierce basis.

LARD	
1-lb. prints	0 21
Tierces, 400 lbs.	0 23

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Shortening Prices Hold

Toronto.

SHORTENING.—Shortening is holding fairly steady at 21 cents for one pound prints and 17 cents on the tierce basis.

SHORTENING—	
1-lb. prints	0 27
Tierces, 400 lbs.	0 17

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Margarine Unchanged

Toronto.

MARGARINE.—The demand for margarine keeps steady with quotations unchanged.

MARGARINE—	
1-lb. prints, No. 1	0 34
Do., No. 2	0 32
Do., No. 3	0 30
Nut Margarine, lb.	0 34

Smelts Continue Scarce

Toronto.

FISH.—There is a marked scarcity in smelts on this market. So far this season only one small shipment has arrived. One dealer stated that they are expecting a small lot this week but so many orders have been placed ahead for them that they are not offering any for sale. It is stated that the reason for the shortage is the fact that fishermen are taking advantage of the exchange and shipping to the United States where there is a ready market at higher prices. Oysters were the big seller for the Christmas trade but a larger enquiry is noted for the New Year holiday. Quotions on fish are unchanged.

FRESH SEA FISH		
Cod Steak, lb.	0 11	0 12
Do., market, lb.	....	0 09
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	0 09	0 10
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 17	0 18
Fall Salmon	0 11	0 12
Oysters—		
No. 1 tins	....	4 20
No. 3 tins	....	12 30
No. 5 tins	....	20 00
Glass jars, doz.	....	6 50
Shell Oysters—		
600 count, per bbl.	....	20 00
800 count, per bbl.	....	18 00
FROZEN FISH		
Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 12
Flounders	0 10	0 11
Pike, round	....	0 08
Do., headless and dressed	....	0 09
Salmon, Cohoe	....	0 23
Do., Red Spring	....	0 28
Sea Herring	0 07½	0 08
Brill	0 10	0 11
SMOKED FISH		
Haddies, lb.	0 12	0 13
Fillets, lb.	....	0 18
Kippers, box	2 25	2 75
Bloaters	....	3 00
Bonelss Digbys, box	....	2 00
Bundles, Digby	....	1 20
Ciscoes, lbs.	....	0 22
Salmon Smacks, lb.	....	0 24
PICKLED FISH		
Labrador Herrings, kegs, 100 lbs..	....	6 50
Do., bbl., 20 0lbs.	....	12 00
Do., pails, 20 lbs.	....	2 25
Salt Mackerel, 20-lb. kit	....	3 25
Holland Herrings, Milchers	....	1 35
Do., mixed	....	1 25

Poultry Prices Maintained

Toronto.

POULTRY.—A marked decrease in the receipts of turkeys for the Christmas trade was noted compared with that of other years. The result was that prices were well maintained and are likely to hold until after the New Year, at least. Geese, ducks and fowl had an exceptionally large run, undoubtedly due to the high price of turkeys. All prices are holding steady for this week but some dealers are of the opinion that prices will ease off after the first of the year.

Prices paid by commission men at Toronto:	Live	Dressed
Turkeys	-$0 50	-$0 58
Roosters	- 0 18	- 0 21
Fowl, over 5 lbs	- 0 27	- 0 30
Fowl, 4 to 5 lbs.	- 0 23	- 0 26
Fowl, under 4 lbs.	- 0 16	- 0 20
Ducklings	- 0 30	- 0 32
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live	0 22	- 0 27
Geese	- 0 22	- 0 30

Prices quoted to retail trade—		Dressed
Turkeys	....	0 58
Geese	0 32	0 35
Hens, heavy	....	0 30
Do., light	0 26	0 33
Chickens, spring	0 32	0 35
Duckling	0 32	0 35

WINNIPEG MARKETS

WINNIPEG, Dec. 29.—The produce and provision markets are ruling with a distinctly easier tone, the only exception being eggs, which are ruling very firm. Live hogs have been very steady, but packers are expecting lower prices for fresh cuts of pork in the near future. Beef is also reported very much easier. Butter market is very weak and lower prices are anticipated. Poultry receipts are very light and lower prices are expected.

Hog Market Steady

Winnipeg.

FRESH MEATS.—The hog market continues very steady with practically no change in prices since last week. Choice selected hogs are now being quoted at $14.25 per cwt. Fresh beef is reported easier and lower prices are expected.

Hogs—		
Selected, live, cwt.	....	14 25
Heavies	....	11 25
Light	....	12 50
Sows	....	8 25
Fresh Pork—		
Legs of Pork, up to 35 lbs., lb.	0 22	0 27
Spare Ribs	....	0 23½
Loins of Pork, lb.	0 32½	0 35½
Fresh Hams, lb.	0 24	0 29
Picnics, lb.	....	0 25
Shoulders	0 22	0 25½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 13	0 24
Front quarters, lb.	0 08½	0 13
Whole carcass, good grade, lb.	0 10	0 18
Mutton—		
Choice, lb.	....	0 16
Choice long hinds (leg and loin)	....	0 25
Choice Stews	....	0 11
Lambs—		
Choice, 30-45 lbs.	....	0 24
Veal—		
Good veal, 40 to 80 lbs., hind quarters	....	0 22
Carcass	....	0 16

Ham and Bacon Unchanged

Winnipeg.

PROVISIONS.—There is very little change in the ham and bacon situation since our last report. The demand for ham and bacon has been very good and although no reductions have taken place this week lower prices are not unlikely. Bacon still continues very scarce.

No Change in Cooked Meats

Winnipeg.

COOKED MEATS. — There is no change in the market for cooked meats this week. The demand at this season of the year has been fairly good.

Butter Market Weak

Winnipeg.

BUTTER.—The butter market has shown a weakness during the past week. No. 1 creamery is offered at 58 cents per pound and lower prices are being looked forward to any day. Dairy butter is also reported weak.

Lard Unchanged

Winnipeg.

LARD.—There has been practically no change in the lard and shortening situation since the decline of a week ago.

Cheese Unchanged

Winnipeg.

CHEESE.—There has been no change in the cheese situation and prices remain unchanged.

Egg Market Firm

Winnipeg.

EGGS.— The egg market continues firm and new fresh eggs are being quoted at 90 cents per dozen. Selected eggs from cold storage are being quoted at 70 cents per dozen and candled eggs at 63 cents per dozen.

Poultry Declines

Winnipeg.

POULTRY.—The demand for poultry of all kinds has been exceptionally good during the holiday season but it is now falling off considerably and lower prices are expected on all lines.

Fish Remains Unchanged

Winnipeg.

FISH.—There is practically no change in the fish situation this week and prices remain unchanged.



The Pure Lard That Increases Trade—

EVERY dealer who handles Davies' Pure Lard is assured of having satisfied customers. This will bring a steady increase in business and a popularity to your store.

Davies' Pure Lard is absolutely pure—made under the supervision of Government inspectors. It contains nothing but pork fats, into which has been rendered the pure leaf of the hog.

This gives Davies' Pure Lard a quality which places it in very high esteem by everyone who uses it.

Order some to-day. Put up in tierces, tubs, pails, cases, 10's, 5's, 3's, also cartons.

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Make Brunswick Brand Your Leader During 1921

We wish to thank the Grocery Trade through Canada for their patronage during the past year, and hope that during the coming year

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will enjoy the same confidence with the Trade that it has in the past.

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LEMON BROS.

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We manufacture all kinds of

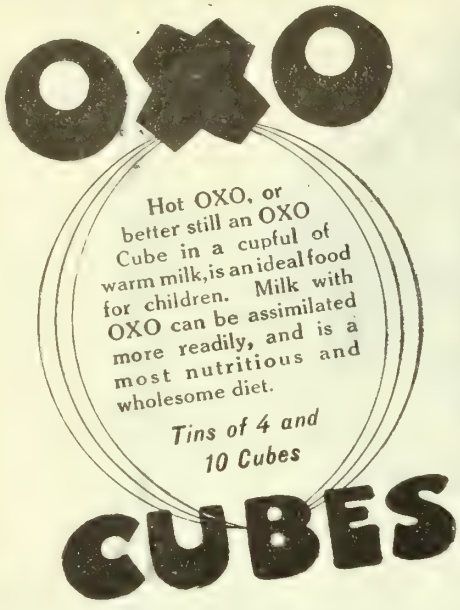
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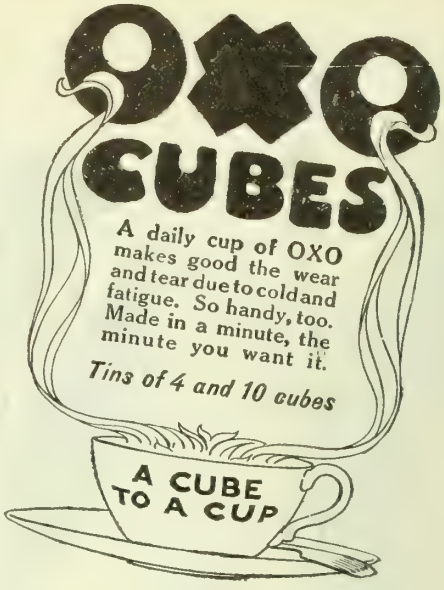
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The sweet, palatable goodness of this high-grade tobacco has popularized it with "chewers" young and old.

Dealers should always keep a little display working. A trial supply will more than prove the splendid selling value of KING GEORGE'S NAVY.

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Have Clerks ask 15c a Package

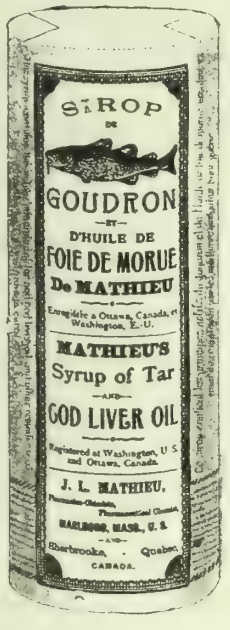
We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

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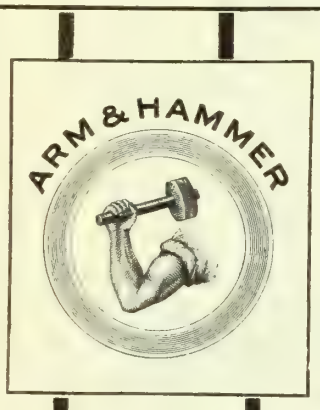
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In Handy 2½ lb. Cartons



Don't waste time, paper and twine weighing out and packaging Sal Soda when you can give your customers Arm and Hammer, the strongest and best, in handy 2½-lb. cartons.

There are 36 of these 2½-lb. packages to a box.

Order your supply now.

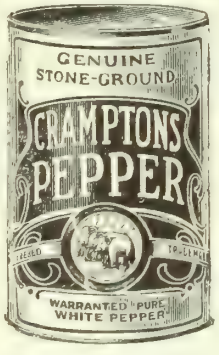
Church & Dwight, Limited
Montreal

Crampton's Pepper

Stone-ground

(Sold only in dainty tins.)

FINE FLAVOUR



RICH AROMA

This is the genuine, old-fashioned Stone-Ground Pepper of the highest quality.

It is packed in a distinctive and very attractive manner for the household in three sizes of tins. Small, dainty tins with dredger tops, holding about 1 oz.—a most popular size; also large tins with plain tops, holding 2 oz. and 4 oz. It is an easily handled commodity, with a quick and ready sale. Address your inquiry to your usual wholesaler or direct to

JOHN CRAMPTON & CO., Ltd.
Spice Millers and Packers
MANCHESTER ENGLAND
Estd. 1849

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.
180 St. Paul St. West, Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 00
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$8 00
Reindeer Brand, small, each 48 cans	9 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. R. BROWNE & CO.
Toronto, Ontario.

Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case	$4 80
98-lb. jute bags, per bag	6 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	6 50

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches

Boxes—	
40-lb. Canada Laundry	$0 09¾
100-lb. kegs, No. 1. white	0 10¼
200-lb. bbls., No. 1 white	0 10¼
40-lb. Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 11¾
40-lb. Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	4 70

Culinary Starch

4 lbs. W. T. Benson & Co.'s Challenge Corn	0 10
(Prices in Maritime Provinces 10c per case higher.)	
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 13
(20-lb. boxes ¼c higher, except potato flour.)	

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 11½
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Argo Corn Starch, 1 lb. packages	0 10
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 13
(20 lb. boxes ¼c higher, except Potato Flour.)	

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 15
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55
20-lb. tins, ¼ doz. in case	6 00
Barrels, about 700 lbs.	0 08
Half barrels, about 350 lbs.	0 08¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	$5 55
5-lb. tins, 1 doz. in case	6 25
10-lb. tins, ½ doz. in case	5 95
(5, 10 and 20-lb. tins have wire handles.)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

MAGOR, SON & CO., LTD.

INFANTS' FOOD

	Doz.
Robinson's Patent Barley—	
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12 50
16 oz. tons, 2 doz. per case	11 50
10 lb. tins, 6 tins per case	25 00

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼ lb.	....
D.S.F., ½ lb.	....
D.C.F., 1 lb.	....
F.D., ¼ lb.	....
	Per jar
Durham, 1-lb. jar, each	....
Durham, 4-lb. jar, each	....

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 36
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 36
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

TO THE RETAIL GROCERS OF THE DOMINION

We Wish You, One and All---
A PROSPEROUS NEW YEAR

Many of our retail friends have had the opportunity during the past few weeks of testing the value of the Salada Guarantee, which always accompanies our sales, and it may interest the trade generally to know that the November change in price has already cost us approximately

$63,250.00

to carry out our agreement.

First of all we made a straight loss of 15 cents on each pound of tea returned, then we paid the freight in and paid it out again on the new tea. We also relabelled and reboxed the tea.

Most of our friends returned the tea as requested--well packed in clean boxes--others were not so considerate, which further added to our loss.

However, the back of the work is now broken and new-priced tea has been dispatched to everyone. We are glad to have had the opportunity to fulfil this service and many appreciative letters from the trade have given us great encouragement.

We now ask your continued and increasing support, which is obviously to our mutual advantage.

Remember that "SALADA" spells Turnover and a stock is as good as cash at all times, for if for any reason you want to send it back we will readily return your money.

SALADA TEA COMPANY OF CANADA, LIMITED







Malcolm Milk Products

—the Milk Products that are always O.K.—

These high-grade milk products are made from rich creamy milk taken from our own selected and inspected dairies. It is processed under the most sanitary conditions and carefully sealed. Your customers will like its rich, creamy flavor and its high quality never changes from one year's end to the other.

THE MALCOLM CONDENSING CO., LTD.
ST. GEORGE, ONTARIO
All-Canadian Condensed Milk Company

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

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H. R. Phipps, Sales Mgr.
Phone Adel. 3316

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Established 1888

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WINNIPEG
Repr.: A. E. Hanna

For light, wholesome Pancakes
recommend
BRODIE'S XXX
Self-Raising Flour



Pancake time is in full swing—everybody likes them from the kiddies to the old folks. Cash in on this seasonable demand by displaying this incomparable, self-raising flour and suggesting its efficiency in making delicious, light pancakes, muffins, biscuits, etc. The results it produces in all cooking operations will invariably win praise and repeat orders from your customers.

Order from your wholesaler.

Brodie & Harvie, Limited
Bleury Street, Montreal

Ontario Representatives:
Chadwick & Co., 34 Duke Street, Toronto

Quebec Representatives:
Renaud & Cie, Incorporated, Quebec

Tell your customers that——

Shirriff's
TRUE VANILLA

Shirriff Extracts are made in the popular household flavorings. All are of the same exceptional quality

is made from the genuine Mexican Vanilla Bean—contains a much higher percentage of this extract than even the Government standard requires.

Shirriff's is twice as strong as ordinary vanilla and housewives everywhere are finding that it is most economical, as its rich, true flavor goes just twice as far.

The makers of Shirriff's True Vanilla are the largest manufacturers of extracts in Canada.

—and your sales of Shirriff's Extracts will be considerably increased.



IMPERIAL EXTRACT COMPANY - Toronto, Canada

Selling Agents for Canada: Harold F. Ritchie & Co., Limited, Toronto and Montreal.



"I Couldn't Keep House Without It"
write housewives about

Mapleine
"The Golden Flavor"

Because of its three uses it is the most frequently used flavoring—

1. Makes delicious maple flavored syrup.
2. Flavors icings, cakes and desserts with good maple taste.
3. An appetizing seasoning in soups, gravies, meats and vegetables.

National magazines tell customers of treats Mapleine holds in store for them. Each ad. refers them to you for the Mapleine.
Can you supply it?

Order of your jobber.

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Wishing You All "A Happy New Year"

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PRUNES *25s and 50s*
FINEST NEW CALIFORNIA
AT VERY ATTRACTIVE PRICES
Also—SEEDED RAISINS IN BULK.
W. H. Millman & Sons
GROCERY BROKERS, TORONTO

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

BRODIE & HARVIES, Ltd.
14 Bleury St., Montreal.

XXX Self-Rising Flour, 6 lbs. packages, doz.	$5 90
Do., 3 lbs.	3 00
Superb Self-Rising Flour, 6 lbs.	5 70
Do., 3 lbs.	2 90
Crescent Self-Rising Flour, 6 lbs.	5 80
Do., 3 lbs.	2 95
Buckwheat, 1½ lbs.	1 60
Brodie's Self-Rising Pancake Flour, 1½ lb. pkgs., doz.	1 60

SMALL'S LIMITED, MONTREAL

"FOREST CREAM" MAPLE SYRUP

36—10 oz. bottles	$ 7 15
24—16 oz. bottles	6 75
12—32 oz. bottles	6 40
24—28 oz. tins	8 20
6—160 oz. tins	11 40
1—5 gal. tin, crated	10 90
In barrel, per gal.	2 10

FOREST CREAM PURE SUGAR SYRUP

36—10 oz. bottles	$ 8.40
24—16 oz. bottles	8 20
12—32 oz. bottles	7 50
24—28 oz. tins	11 00
6—160 oz. tins	15 50
1—5 gal. tin, crated	16 00
In barrel, per gal.	2 80

FOREST CREAM MAPLE BUTTER

Reputed 1 lb. tins, 24 in case.	$ 4 80
2½ lb. tins, 24 in case	12 40
5 lb. tins, 12 in case	12 00
30 lb. pails	5 30
2—30 lbs., pails, crated	11 15
In barrel, per lb.	0 17

FOREST CREAM PEANUT BUTTER

24—No. 4 Tumbler	$ 5 00
24—2 lb. tins	13 00
12—4 lb. tins, in case	12 70
1—24 lb. pail	5 40
2-24 lb. pails, crated	11 00
In bbls. of about 500 lbs.	0 22

FOREST CREAM SALTED PEANUTS

1—15 lb. pail	$ 3 15
2—15 lb. pail, crated	7 00
In bbls. of about 200 lbs.	0 19
In bags of about 85 lbs.	0 18½

BLANCHED AND MAPLE SUGARED

72—5c pkts., 3 boxes	$ 2 40
24—No. 4 Tumblers	4 50
24—1 lb. tins	11 50
1—12 lb. pail	4 90
2—12 lb. pail, crated	9 70

BLANCHED SALTED

72—5c pkts., 3 boxes	$ 2 40
24—No. 4 Tumblers	4 55
24—1¼ lb. tins	9 90
1—15 lb. pail	3 75
2—15 lb. pail, crated	8 00

FOREST CREAM PURE HONEY

24—Reputed 1 lb. glass, light.	$ 7 60
2½ lb. tin, 24 in case, light.	19 60
5 lb. tin, 12 in case, light.	19 30
1—70 lb. tin, light.	19 00
24—2½ lb. tin, dark	16 20
12—5 lb. tin, dark	15 55
1—70 lb. tin, dark	15 00

Kindly Mention Where You Saw the Advertisement

1921

We simply want to tell you that we will be out after business good and hard next Monday. Our prices have all been revised to be in line with the lowest prevailing world markets, and you may feel assured that our salesmen will be well posted in every particular.

Even tho' you will not be ready to place an order with them now—they will be only too pleased to quote you the markets and also give you any possible information about goods and the conditions as they are, in the places of growth.

Wait for them and give them a hearing, for they are equipped in every way to make a little talk interesting and profitable.

Get aboard with us for a trip during nineteen twenty-one—we will try our best to give you service.

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

SAMUEL DOBREE & SONS

LONDON
ENGLAND

ESTABLISHED 17th CENTURY

GROWERS AND PRODUCERS
OF
SUGAR—MOLASSES
—COCOA

IMPORTERS AND EXPORTERS

BRANCHES IN ALL PARTS
OF THE CIVILIZED WORLD

CANADIAN BRANCH
UPPER WATER STREET
HALIFAX, N.S.



For the Holiday Season . . . . . .

—you'll need a good stock of Marsh's delicious beverages. Most of your customers will require a few bottles, if not a case, to serve at the many little afternoons during this Christmas and New Year holiday time. Get after this profitable trade, Mr. Grocer. Keep Marsh's well displayed. Don't be caught with a poor stock. Order now from the following list:

Marsh's Grape Juice,
Unfermented Port,
Black Cherry Wine, and
Raspberry Vinegar.
Marsh's Pure Cider.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces
The McLaren Imperial Cheese Co., Limited
Toronto and Montreal



A Safe Buy for Wash day

When your customers are buying soap, sell them WONDERFUL SOAP. It has pleased customers for several years and is bound to satisfy now. You will find profit in it.

Display a stock and watch the result.

Guelph Soap Company
GUELPH, ONT.

N. B. Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

BLISS NATIVE HERBS

BLISS NATIVE OIL

BLISS NATIVE BALSAM

MADE IN CANADA

If you have any of the above that you cannot sell return them, we will exchange, give credit, or return your money.

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124 St. Paul Street East, Montreal, Quebec

BAGS

AND COTTON LINERS



The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners —in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

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6 Maud Street, Toronto



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Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario



The CROWN *Trade-Mark*

on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

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(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

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A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England

Canadian Agents: HUGH LAMBE & CO., TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.

A Good New Year Resolution——

Buy Only the Best

at a place where there is nothing but the Best.

Fresh New Arrivals in Fruits and Vegetables to start the New Year Right.

HUGH WALKER & SON
LIMITED *"The House of Quality"*
GUELPH, ONTARIO

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INDEX TO ADVERTISERS

A

Albion Sewing Cotton Co. ... 9

B

Bain & Co., Donald H. 12
Baker & Co., Walter 64
Bickle & Greening, John W.... 9
Bliss Medical Co., Alonzo O... 53
Borden Co. 1
Bowser & Co., S. F. 56
Bradstreets 61
Brennan, H. C. 15
Brodie & Harvie Ltd. 57

C

Canada Produce Co. 16
Cane & Sons, Wm. 53
Chadwick & Co. 15
Channell Chemical Co. ..... Inside front cover
Church & Dwight 46
Clark Ltd., W. 7
Clayoquot Sound Canning Co... 11
Climax Baler Co. 13
Connors Bros. 42
Crampton & Co., Ltd., John.. 46
Crescent Mfg. Co. (Mapleine).. 50
Cressy, John R. 55
Crosse & Blackwell 5

D

Davies & Co., Wm. 41
Diamond Dyes 53
Dobree & Sons, Samuel 52
Dominion Canners B.C. Ltd... 10
Dominion Confectionery Co. ... 13
Duncan & Son, C. 12
Drimilk Mfg. Co. 4
Dunn, Albert 16

E

Eckardt & Co., H. P. 59
Edwards & Co., W. C. 43
Escott Co., Ltd., W. H. 14
Estabrooks Co., Ltd., T. H. ... 17
Eureka Refrigerator Co., Ltd... 9

G

Gaetz & Co. 16
Gibson-Paterson-Brown, Ltd. .. 12
Gipe-Hazard & Co. 64
Griffiths & Co., Ltd., Geo. W.. 14
Guelph Soap Co. 52

H

Hanson & Co., J. H. 16
Hargraves Ltd. 8
Hay, A. H. M. 16
Hill, Newton A. 15

I

Imperial Extract Co. 57
Imperial Grain & Milling Co... 10
Island Lead Mills Ltd. 53

J

Jeffress Ltd., E. W. 9
Johnson-Lieber Mercantile Co.. 11

K

Kellog Products Inc....Front cover
Kidd, T. Ashmore 15

L

Lambe, W. G. A. 15
Laporte, Martin, Ltd. 2
Langley, Harris & Co. 15
Lachaine, Geo. D. 16
Lemon Bros. 13
Levant-American Co. 16
Loggie, Sons & Co. 15

M

McLaughlan, J. K. 15
McLay Brokerage Co. 12
Macdonald Reg., W. C. 6
Mackenzie, W. L. 12
Maclure & Langley 3, 15
Magor, Son & Co., Ltd. 18
Malcolm Condensing 56
Marsh Grape Juice Co..... 52
Mason & Co., Ltd., Geo..... 8
("O.K." Sauce)
Mathieu & Co., J. L. 53
Mickle, Geo. T. 53
Millman & Sons, W. N. 50
Moore & Co., R. M. 55
Morris & Co. 43
Mowat & McGeachie 12
Mueller Co., Ltd., The Chas... 55

N

National Licorice Co. 8

O

Oakey & Sons, Ltd., John 14
O'Donnell Co., John J. 15
Oxo Ltd. 52

P

Patrick & Co., W. G. 15
Pennock & Co., H. P. 13
Pritty Ltd., John 11
Procter & Gamble.....Back cover
Pure Cane Molasses Co. 4
Pullan, E. 53

R

Red Rose Tea 17
Richardson & Green 12
Rock City Tobacco Co. 52

S

Salada Tea Co. 55
Sarnia Paper Box Co. 55
Scott & Thomas 15
Scott-Bathgate Co., Ltd..... 14
Smith & Proctor 43
Smith Brokerage Co., The 16
So-Clean, Ltd. 55
Spratt's Patent, Ltd. 8
Stroyan-Dunwoody Co. 12
St. Arnaud Fils Cie 16
St. Williams Fruit Preserves, Ltd. 3
Swift Canadian Co. Inside back cover

T

Thompson & Co., A. E. 14
Toronto Pottery Co., Ltd. 55
Toronto Salt Works 55
Traders of Canada, Ltd. 16
Trent Mfg. Co. 55

V

Vincentelli & Co. 55

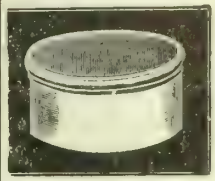
W

Walker & Son, Hugh..... 54
Wallace Fisheries, Ltd. 11
Watson & Truesdale 13
Western Transfer & Storage Ltd. 11
Western Canada Flour Mills.. 18
White & Co. 50
White Cottell's 55
Whittall Can Co., Ltd., A. R.. 56
Wiley, Frank H. 12
Williams Storage Co. 13
Woods & Co., Walter 52



BUYERS' MARKET GUIDE
Latest Editorial Market News





STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto

STROYAN-DUNWOODY CO., Confederation Life Building Winnipeg, Man.

OPPENHEIMER BROS., LTD. Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld

Order from your Jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

Canada Barrels & Kegs,
Limited
Successors to
The Chas. Mueller Co., Ltd.
Manufacturers of Tight Cooperage
Waterloo, Ontario

A. F. VINCENTELLI & CO.
ANTWERP (BELGIUM)
The oldest Corsican Candied Peel and Fruit Manufacturers
CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

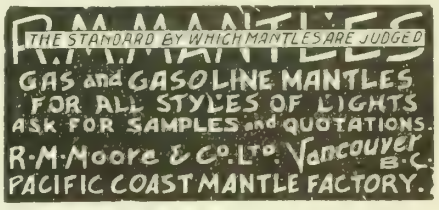
Fine Teas Higher Lower Grades Cheaper

The following extract from The Tea Brokers' Association of London, dated Dec. 10, has just come to hand: "Interest still centres in fine tea. Many invoices are again making high averages, touching 3/6 per lb. Common leaf quoted nearly ½d. cheaper on the week."

Information

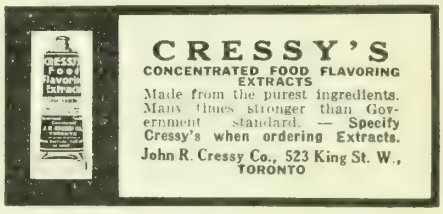
We can keep you posted with all daily news and business Tips.

Canadian Press Clipping Service
143-153 University Avenue, Toronto



WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk pickles, Mincemeat, etc.



30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

OPPORTUNITIES ARE OFFERED EVERY WEEK ON THIS PAGE

PARTNER WANTED

WANTED—PARTNER FOR GROCERY STORE. Good live man with $1,800 to invest. Can show books with all records. Replies confidential. Box 416, Canadian Grocer, 153 University Ave., Toronto, Ont.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

POSITION WANTED

EXPERIENCED GROCERYMAN DESIRES position in store; good buyer and salesman; also good knowledge of dry goods and gent's furnishings; highest references. Apply Robert Jones, Vanguard, Sask.

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

HELP WANTED

WANTED—YOUNG, AGGRESSIVE MAN FAMiliar with the grocery business, who knows how goods are sold in the retail store, who understands something about advertising and who can put down his ideas on paper. Good position open with splendid opportunities for advancement. Apply, stating age, experience, etc., to Box 424, Canadian Grocer, 153 University Ave., Toronto.

WANTED—MANAGER FOR FEED AND GROcery store, New Brunswick. Apply stating salary to Box 430, Canadian Grocer, 153 University Ave., Toronto, Ont.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

We Present a Record—
Not a Prospectus

Reputation gained by years of vigorous, conscientious and successful work.

John A. Thompson
General Manager Western Canada
TORONTO

BAKER'S COCOA *and* CHOCOLATE



Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

Business Data

Would it interest you to get all information published from time to time on industrial conditions in certain districts?

Do you ever wish to refer to the advertising of a competitor, the past quotations of certain stocks, the expansion of factories, the fire losses or any data that may assist you in managing your business?

Our service is a decided success in this field and three months' trial will prove to you that having this valuable data at your finger ends is assuredly worth while.

We will be glad to give you rates and suggest a service that you will use daily.

Canadian Press Clipping Service
143-153 University Avenue, Toronto

Our Wish

For You and Yours—

That bright with joy the year may be,
And filled with rich prosperity.

For Ourselves—

A continuance of that good-will of yourself and your brother merchants that has meant to us so much in the past, and holds so much incentive for the future.

Swift Canadian Co.
LIMITED

Sell CRISCO

For Frying - For Shortening
For Cake Making

—and rid yourself of all the trouble and loss that are unavoidable when you sell bulk lard.

No weighing. No greasy hands or clothes. Crisco is packed in sealed sanitary packages.

No loss through soakage or down weight. Each package of Crisco contains full net weight. One pound and larger sizes.

No loss of time or money in getting goods ready for the customer. No expense for wrapping paper and twine. Crisco is ready to deliver.

No loss through spoilage. No expense for ice. Crisco keeps perfectly without refrigeration.

This pure, white, vegetable cooking fat does everything that lard can do and does it better. It pleases the housewives, and pays you more profit.

PROCTER & GAMBLE PRODUCTS - EST. 1837 -

You'll do more business with these well-known soaps:

Ivory Soap
Gold Soap
P and G The White Naphtha Soap
Lenox Soap
Pearline
Sopade

The Procter & Gamble Distributing Co.
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50 Bay Street, Toronto, Canada